eHealth HUB Smart Guides

FIND YOUR WAY THROUGH THE EHEALTH MARKET

Solution
Match Report

"Health and Wellbeing Solutions Later stage SME's"

eHealth HUB

Solution Match
START FROM YOUR NEED, ASK EUROPEAN SMEs FOR A SOLUTION

"Health and Wellbeing Solutions"
SOLUTION MATCH REPORT

eHealth HUB

Index

1 **About us**

We are here to support European eHealth businesses

eHealth HUB - European eHealth business support is the new EU-funded initiative, cross-border and focused on the digital health   vertical. eHealth HUB's goal is to provide high-quality business-oriented services tailored to the needs of European eHealth   startups, SMEs and stakeholders. We use a demand-driven approach to promote new business and collaboration opportunities for   SMEs and key ecosystem stakeholders including healthcare provider organizations, investors, insurers, pharma and MedTech.

info@ehealth-hub.eu
www.ehealth-hub.eu

From Business Modelling to Regulatory advice: exploit our services

eHealth HUB offers FREE services to support European eHealth SMEs, healthcare providers and ecosystem stakeholders on the following key areas:

Business modelling

Business model clinic
One-on-one Support

The Business Model Clinic supports the best promising entrepreneurs and startups offering personalized coaching on business proposition, customers and go-to-market strategies.

Lean Startup Academy
Learn to be Lean

The Lean Startup Academy provides eHealth SMEs with the opportunity to mature their business by systematically testing their ideas against the market.

Access to private finance

Investment readiness training & pitch
Make eHealth SMEs ready to make their business

eHealth Hub Investment Readiness prepares European early-stage startups and SMEs to approach and collaborate with investors.

eHealth Hub Platform
The place to be for eHealth SMEs and Investors

The eHealth Hub Platform features SMEs, investors, healthcare organizations, legal and regulatory service providers. By registering, health stakeholders can get easily in touch with each other.

Commercialization

Solution Match
Start form your need, ask European SMEs for a Solution

Solution Match supports healthcare providers, insurers, pharma or medtech companies looking for a concrete digital health solution to be implemented in their organization.

eHealth Roadshow
Pitch your solution, Jump into European market

eHealth Roadshow offers an opportunity for selected eHealth SMEs to expose their digital health solutions in front of a Committee of key stakeholders in the eHealth European market.

Legal issues & Regulatory and reimbursement guidance

Legal Support
A compass to navigate legal services through Europe

eHealth Hub Legal Network offers good quality, affordable legal advice for eHealth SMEs as well as free workshops detailing current legal issues of eHealth SMEs interest.

Regulatory Guidance
Regulatory and Reimbursement Guidance for eHealth SMEs

eHealth Hub Regulatory Network helps European eHealth SMEs to be compliant with regulatory requirements and develop reimbursement strategies across the European Union.

Let's find the best way to work together

Sylvie Donnasson,
*eHealth Hub partner
and eHealth Hub team*

"Most healthcare providers are looking to implement digital health solutions. However, the market is constantly evolving and finding the perfect match to a concrete and very specific need is challenging. Solution Match is the eHealth Hub personalized service for health care providers interested and ready to implement a digital health solution, linking the economy to innovation. More generally, our role is to best serve entrepreneurs on their business journey by creating a value chain and proposing a combination of services.

Your business is in digital health? Contact us, we will find the best way to work together".

Solution Match

One of the services offered by eHealth Hub is called Solution Match. It specifically focuses on:

a

Engaging healthcare providers, insurers, pharma and MedTech companies looking for a concrete ehealth solution and ready to implement it.

eHealth Hub helps them clarify their requirements, research the offering and connect with the most relevant SME solutions on the market.

b

Accelerating commercialization by outsourcing for free the filtering for fit of relevant digital health solutions in a rapidly moving ecosystem.

2 Why this report?

eHealth Hub organized a Solution Match service for AXA Health Tech and You which programme is looking to reward stand-alone solutions helping citizens take charge of their health and wellbeing, as well as smart applications that enrich the relationship between people and their careers (whether they are health professionals, community or family members). We did a public call for applications for the "Excellence category", which focuses on later stage businesses and received 42 answers. The following report displays the results of that call for applications, presenting in a synthetic way all the companies that applied and their main features.

Who is that report for?

▶ SME's looking at promoting one or more health and wellbeing solution(s)

▶ Companies specifically interested in health and wellbeing solution(s)

Health Tech & You Awards is rewarding Innovation and Excellence in digital solutions helping citizens take charge of their health and wellbeing

Apply before February 15th

3 Companies

https://www.ama.bzh/

FOUNDED   2014

COUNTRY   France

CONTACT   Julien Develle

julien.develle@amaxperteye.co.uk

VIDEO

Solution Description

Xpert Eye by Ama is based on smart glasses that allow doctors or nurses to remotely provide advice and support to those wearing the glasses, in what the creators dub a "see what I see solution". Xpert Eye allows the person wearing the smart glasses to transmit what he sees to a remote expert and keep his movements totally free. This is designed for remote medicine, in surgery or emergencies. Health professionals have already had a chance to get to use the solution in France/UK/Germany/Eastern Europe and the USA. Xpert Eye has also been used in the hospital around the world. For hospital around the world lacking financial means, the system will allow discussions on cases with doctors the world over and to compensate for the lack of doctors and in dealing with emergencies. Xpert Eye is focus on 4 main key points in healthcare:

(1)   Timeliness: Real-time video conferencing with screen annotation capabilities means that patients are being seen and diagnosed earlier.

(2)   Surgical Capacity: Using AR in the operating room allows surgeons to confidently operate and improve their skillset.

(3)   Safety: Having a second set of eyes during all stages of care — pre-, peri-, and post-op — adds an additional layer of quality control to avoid error.

(4)   Affordability: Compared to the cost of deploying a surgical team, the AMA kit is cost-effective and provided year-round training and knowledge sharing.

acticheck

www.acticheck.com

FOUNDED 2013
COUNTRY United Kingdom
CONTACT Karl Gibbs

karl@acticheck.com

VIDEO

Solution Description

The Assure life-saving wristband is a personal alarm with a unique combination of triggers and continuous activity monitoring. The future is about the 'Internet of people' rather than 'things'. The Assure continuously monitors activity levels to ensure individuals are keeping active and this data can be used for cohort analysis to identify individuals in decline. It can also link to Telehealth systems enabling early detection of potential health problems which could be used by insurers for helping set suitable premiums. The Assure combines: Fit & Forget: 1-year+ battery life (unique), waterproof, award-winning fitness tracker styling. Always to hand when needed. Community enabling: Can directly call family, friends & neighbours before a monitoring centre. • Usually help is nearer and quicker • Existing rapport helps to deal with the incident effectively. • Social providers can reallocate scarce welfare resources where they are most needed • Community responsibility strengthens the community more generally. Automated phone messages backed up by SMS and email so community responders need no technical ability/behavioural change. (The Assure was runner-up in a global competition run by BT looking for the best innovation for 'family, friends & community') Coverage anywhere: Seamlessly links to a home hub for home & garden coverage and smartphone apps further afield. Unique alert triggers:: 1. SOS calls With a simple squeeze of the wristband. 2. Falls Monitors for lack of movement after an impact. 3. Unresponsive (unique) At chosen times the wristband buzzes; a press of a button means 'I'm OK'; failure to press raises an alert. 4. Cold at home The Assure base reports on room temperature and if someone is 'Cold at home' will let chosen people know.

AliveCor®

https://alivecor.com

FOUNDED   2010

COUNTRY   USA

CONTACT   Glyn Barnes

glyn@alivecor.com

VIDEO

Solution Description

AliveCor designs and manufactures miniaturised ECG devices used with smartphones and tablets (KardiaMobile) or the Apple Watch (KardiaBand). Kardia uses AI and machine learning techniques to produce real-time, on-screen medical grade ECG. Patients simply place fingers from each hand on two electrodes for thirty seconds to produce a recording. The device works in the same way as a standard ECG machine collecting the heart's electrical activity. It then converts that electrical signal simultaneously into high frequency sound which is transmitted to the phone via the microphone. The AliveCor app then produces the ECG trace on screen. As a class IIa medical device and FDA cleared in the USA, it accurately detects atrial fibrillation and other arrhythmias. Being so small, it's highly portable and can clip to the back of a smartphone enabling clinicians and patients to record anytime and anywhere, capturing intermittent symptoms as they occur. Results can be easily and instantly sent to a clinician by email or stored in the Cloud for future reference. KardiaMobile is now the most clinically validated mobile ECG solution in the world with nearly sixty published scientific papers. Various studies show its effectiveness both in primary and secondary care from simple screening to management of patients post diagnosis. Clinical users range from GP's to community nurses (particularly useful in remote areas and large geographies), to pharmacies and cardiologists. Working closely with the NHS's Academic Health Science Network (AHSN), AliveCor was fast-tracked through their Accelerator Programme culminating in a major purchase of devices in late 2018. We also partnered with an AHSN (Care City) taking part in an NHS Test Bed programme. This resulted in a new clinical pathway being launched. By incorporating local pharmacies and Barts Hospital, the pathway has reduced the time from diagnosis to therapy from twelve weeks to just two.

AMICOMED

www.amicomed.com

FOUNDED 2015

COUNTRY USA

CONTACT Giangiacomo Rocco di Torrepadula

g.rocco@amicomed.com

VIDEO

Solution Description

Amicomed is a fully automated digital therapeutics platform for Blood Pressure management that combines innovative remote monitoring and lifestyle intervention to improve health outcomes & lower costs. The service uses intelligent algorithms to provide physicians and patients with unprecedented data analysis and a tool to recommend and follow up on personalized lifestyle recommendations and education (daily diet, exercise and blood pressure measurement scheduling). Amicomed has seven proof points of its results at major international congresses (American Heart Association, American Society of Hypertension, American College of Cardiology, European Society of Hypertension, etc). Amicomed's results show adherence of over 70% with a mean blood pressure reduction (systolic) of 5mmHg (up to 20mmHg) in only three months. Follow up analysis of our customers is also showing very promising data on the duration of blood pressure lowering effects of our service, well beyond the initial 90-day lifestyle intervention. The platform supports physicians and patients with two main components: - track/analyze: an innovative data analysis providing insights about blood pressure evolution - a lifestyle changes program to support the individuals in a better management of their blood pressure through the improvement of their behaviors Insurers, healthcare systems, large employers provide the Amicomed platform to their patients, customers and employees. For the user with high blood pressure, understanding blood pressure & transforming lifestyle contributes to a measurable reduction in Blood Pressure, which in turn results in lower costs for maintaining the patient and reduction in adverse events caused by hypertension.

AMPERSAND$^+$

FOUNDED	2018
COUNTRY	UK
CONTACT	Rawane Jabara

rawane@ampersandhealth.co.uk

VIDEO

Solution Description

Ampersand Health is a venture-backed social impact company. We're developing the first scientifically-validated digital therapeutic for people with long term inflammatory conditions. Our intervention helps people living with conditions like IBD and RA better understand their condition and supports adherence to a personalised care plan.

The intervention was co-developed with clinicians and patients from Kings College Hospital and Barts Health with support from government, national charities and industry. It is CE marked, regulated by the MHRA and has been assessed by NICE and Orcha.

Patients can track behaviours, feelings and symptoms and get personalised recommendations; and clinical teams can monitor their patients remotely and intervene easily when required, which facilitates a safe reduction in outpatient appointments and other savings (£135-435/patient/year).

We undertook trials at Kings College Hospital in 2016-17, in which we established overwhelming (85%) patient demand for our model of care; and demonstrated a 47% reduction in outpatient appointments and a 50% reduction in out of hours A&E visits in the trial group, yielding important efficiencies for strained health systems.

A phase 2 clinical trial – funded by Innovate UK - is now underway, exploring the intervention's impact on QoL, HRU and mental health.

AYASDI

www.ayasdi.com

FOUNDED   2008

COUNTRY   U.S

CONTACT   Uruba Niazi

uruba.niazi@ayasdi.com

VIDEO

Solution Description

Ayasdi's Clinical Variation Management Application employs machine intelligence to: Determine optimal care process model for any acute or non-acute condition Measure ongoing adherence to those care process models - down to individual physicians The CVM application draws upon a hospital's own data (EMR, billing, data warehouse, claims) to create groups of patients with similar outcomes. These similar groups provide the roadmap for optimal care - allowing the practitioners to optimize for cost, length of stay, readmissions or some combination of these or other variables. Physicians can drill into the care paths of these "goldilocks groups" to understand what steps led to the improved results and how it can be incorporated into their treatment care path. With each new data import, hospitals can continuously uncover new best practices and improve their care paths. Our adherence module is the big differentiator which allows providers to track adherence at the facility, physician group, or individual physician level. Users can drill down into the performance of every physician and facility on adherence to the given guidelines. The module automatically calculates both individual events occurred and total care path level adherence creating a comprehensive report that compares physician performance across the board with details down to a single lab test making the process completely transparent and justifiable. Our CVM application has been deployed at Intermountain, Mercy and other large systems. Additionally, Ayasdi has also been deployed by smaller hospitals without any data science resources. One public example is Flagler, a 335-bed community hospital in St. Augustine, Florida who used the CVM application to create a new pneumonia care path - with exceptional results. $1,350 per patient cost reduction 2+ day reduction in length of stay 7x reduction in readmissions.

www.bepatient.com

FOUNDED 2010

COUNTRY France

CONTACT Audrey Cohuet

audrey.cohuet@bepatient.com

VIDEO

Solution Description

The POP - Point Of Prevention Powered by BEPATIENT BEPATIENT is a French company based in Paris and Sydney. It brings together a team of 40 people with complementary skills: health database management specialists, developers, healthcare professionals and digital marketing experts. For more than 7 years, this team has developed and marketed an eHealth platform, which is flexible, adaptable and patient-centric. It involves patients operationally, building up their knowledge and improving the coordination of the actors involved in their care pathway, by ensuring the continuity of their follow-up between the treating hospital and local healthcare professionals. BEPATIENT, expert in digital health solutions, started its "PREVENTION LAB" 3 years ago. BEPATIENT has developed a 15-minute innovative and mobile experience including a digital cardiometabolic risk screening and an awareness exchange with a certified nurse. Based on connected devices measurements, answers to validated medical questionnaires and algorithms, our integrated and certified solution provides a personalized score category. Through an interactive discussion, the nurse engages the participant in a behavior change and potentially guides him towards healthcare professionals. Digitally sent, those results and adapted recommendations will follow him at home. We incubated several proofs of concept internationally, such as human resources campaigns, public health events, hospitals… with 20 000 participants throughout 12 countries for 25 customers. Our vision for the next 3 years, is to spread out globally, to design new composite-scores and to create new services. In 2018, we produced the new version of the platform based on cutting edges technology, to anticipate industrialization and scalability. We provide an integrated solution based on a SAAS model + value added services. Our references: AG2R, ALLIANZ, AMGEN, EDF, ELSAN, EUROPEAN SOCIETY OF CARDIOLOGY, GSK, LACTALIS, LA LIGUE CARDIOLOGIQUE BELGE, LA MUTUELLE GENERALE, MAIRIE DE PARIS, MSD, SANOFI, SERVIER, SUEZ, VILLE DE NICE …

www.case.io

FOUNDED   2011

COUNTRY   Germany

CONTACT   Anna E. Schmaus-Klughammer

schmaus@klughammer.com

VIDEO

Solution Description

Case.io is a web-based telemedicine platform with an integrated Electronic Health Record (EHR). Case.io can be used by medical doctors and other medical personal to exchange a patient case, including pictures (jpg, bmp, tif, dicom etc.), videos and text files in an easy and fast way. Medical staff can also share the EHR with a patient. Medical staff can decide which parts of the EHR should be visible for the patient. The security of the patient cases is very high. The usability is very simple. The platform works with different operation systems (Windows, Mac, Linux etc.) and is browser independent. The platform can be used with PCs, tablets and smart phones. No installation of software is necessary.

www.ceracare.co.uk

FOUNDED 2015

COUNTRY United Kingdom

CONTACT   Mahiben Maruthappu

marketing@ceracare.co.uk

VIDEO

Solution Description

Cera, unlike most homecare providers, is a technology-enabled healthcare provider. We have automated all processes, matching operations, recruitment and care reports which enables us to operate more efficiently and promptly. Subsequently, we pay our carers higher wages, only recruit the best carers and deliver the highest-quality care. After each visit, our professional carer enters a digital care record into our online system. This enables us to monitor and evaluate any changes in the condition of our clients and allows us to be responsive at all times and take action quickly if needed. Our clients can authorise approved family members and/or health practitioners to be given access to the same reports. This real-time transparency ensures that they can always check-in on the care we provide, and enables us to react immediately if there have been any changes in our client's needs. Our unique partnerships allow Cera to deliver home care that is all-encompassing; from transportation and food delivery services, to home visits from healthcare specialists, we take a holistic approach and cover all our clients' needs. We are also CQC registered, which distinguishes us from other technology-enabled social care providers. This has enabled us to form partnerships with several NHS CCGs and hospitals throughout London. With our combined knowledge and experience of the health and social care sector and technology entrepreneurship, our creation of Cera provides solutions to the quality and fragmentation of the social care system.

www.concilio.com

FOUNDED 2015

COUNTRY France

CONTACT Florian Reinaud

florian@concilio.com

VIDEO

Solution Description

Concilio is Europe's first complete digital medical concierge service. Our mission is to facilitate access to the best healthcare systems have to offer, anywhere in the world, by delivering an expert service, whatever the problem, and giving everyone the same chance of defeating illness.

We offer a range of high-quality healthcare services all available in one place, ranging from teleconsultations with GPs and specialists, to specialist recommendations and appointment facilitation as well as digital and physical health assessments.

Our services are powered by world-class technological assets, including a proprietary database of over 20,000 peer-recommended doctors, located in over 60 countries and covering over 5,000 conditions, all validated by our machine learning algorithms. We are entirely independent and work only for patients– our services are not paid for by healthcare professionals or hospitals.

We provide our services to patients mainly through employers who cover their employees as well as their families, and our clients range from SMEs to large corporations.

Our services can have a profound impact on people's lives, and this is reflected by utilization rates several hundred or even thousand-fold higher than other digital health services provided as a benefit. Witnessing the benefits to their workforce, we are proud to say that 100% of our corporate clients renew their subscriptions from one year to the next.

www.dacadoo.com

FOUNDED   2010

COUNTRY   Switzerland

CONTACT   Peter Ohnemus

sales@dacadoo.com

VIDEO

Solution Description

dacadoo develops and operates technology solutions for both digital health engagement and health risk quantification. We partner with global life, health and re-insurers, as well as vendors of corporate health, to bring our technology to market.

In digital health engagement, dacadoo develops and operates a mobile-first digital health engagement platform that helps people live healthier, more active lives through a combination of motivational techniques from behavioral science, online gaming and social networks, as well as artificial intelligence and automated coaching. Based on over 2'500 clinical papers and over 300 million person-years of clinical data, its patented, real-time Health Score makes health individually measurable, which provides users with a unique engagement experience, while also offering dacadoo's enterprise customers an effective way to measure the true health impact of wellness programs. Available in over 13 languages, dacadoo's technology is provided as a fully branded, white-label solution or it can be integrated into customer products through its API.

In health risk quantification, dacadoo operates the dacadoo Risk Engine that is designed for re-insurers, insurers and providers. With limited self-reported data as input, the dacadoo Risk Engine calculates output mortality and morbidity risks and provides full data sets with 100 data points for each record by imputing estimated values for all missing data. For example, if only age, gender, height and weight of a person are provided, the engine will impute 96 missing data points, including blood values and other biometric data. The dacadoo Risk Engine works with as little as four data points (age, gender, height and weight) but can work with up to 100. The current version 1.1 of the dacadoo Risk Engine provides following outputs on a prediction horizon between 1 and 15 years. The dacadoo Risk Engine can be accessed for one time or ongoing use and its output will support advanced analytics and pricing for accelerated underwriting, as well as dynamic pricing, to allow flexible premium pricing or Pay-As-You-Live value propositions.

DOC 24

www.doc24.it

FOUNDED 2016

COUNTRY Italy

CONTACT Benedetta Agrati

bagrati@fdholding.it

VIDEO

Solution Description

DOC 24 is the innovative service which allows you to talk with a doctor, monitor and keep record of your medical parameters through a simple and intuitive mobile application for iOS and Android system, anytime and everywhere. Thanks to the integrated video services, it also allows the user to have a video consultation 24 hours a day, 7 days a week with one of our Operational Center Doctor or with a specialist. DOC24 also allows the user to remote monitoring of the main medical parameters (pressure, saturation, blood glucose, weight). The APP automatically forwards all measurements to the Operational Center, 24 hours a day, 7 days a week. Here a team of doctors constantly checks all trends and, in case of abnormal measurements, calls immediately the user to check the situation and give him support. All the measurements are also immediately saved in a personal online medical folder, compliant to the last GDPR regulamentation, where the user can also upload all the information about his clinical history and all the medical reports he would like to archive. The medical folder can be read in 10 different languages. In order to offer the best assistance in the shortest possible time in case of need, the DOC24 App allows the user to share his position with the Operational Center. Using DOC24 you can access to a lot of other medical services such as have a doctor or an ambulance at your home, receive drugs at home, have information about the best medical structure in your area and book a visit or a diagnostic test at low fares thank to our agreement with those structures. At the end we can say that DOC24 added value is our Operational Center 24/7 which manage all the user request: just tap on your mobile.

www.dnafit.com

FOUNDED   2013

COUNTRY   United Kingdom

CONTACT   Avi Lasarow

avi@prenetics.com

VIDEO

Solution Description

Today, following an acquisition by $50mUSD Alibaba backed Hong Kong based genetics company Prenetics that adds true global scale, the brand is accelerating its mission to offer consumers a sustainable wellness proposition for every step of their life. Answering a consumer and society need for more trust in the face of confusing, fashionable 'fad' diets, DNAFit has transformed this space by removing the guesswork and delivering tailored solution that works on a truly personal level. Each customer receives a personal consultation and their own customised report, highlighting genetic insights with a clear and actionable effect. Previously, this science was only accessible to the super wealthy. However, by democratising the world of preventative health with a competitive price point, we can give consumers from all backgrounds the opportunity to take control of their personal health. As the first UK company to market in ta rapidly growing industry, we have led the standards for industry self-regulation via a commitment to our Code of Practice and ethics, and delivered outstanding customer satisfaction as evidence by an average score of 5 stars on TrustPilot. Central to our trust and evidence base is a commitment to self-regulation and ongoing research via the DNAFit Scientific Advisory Board, publishing numerous peer-reviewed studies in addition to strict evidence based protocols around chosen reported genes. One such study recently was recognised with one of two 2018 Queens Awards for Enterprise. As part of the pioneering Prenetics family, our reputation within the B2B category has seen DNAFit integrate with blue-chip corporates such as LinkedIn Global and Disney Europe. Together we offer pioneering wellness solutions within employee benefit packages, as well as helping forward thinking insurers empower their policyholders to take control of their health.

www.ducere.io

FOUNDED 2011

COUNTRY India

CONTACT Krispian Lawrence

krispian.lawrence@duceretech.com

VIDEO

Solution Description

Lechal 2.0 is a smart insole which analyses one's walking pattern and monitors gait & balance data real-time. Developed by Ducere Technologies, India, this product aims to reduce the fall risk among those aged 60 and above. Fall risk assessment tests that are normally administered in a clinic setup can be conducted at home with the smart insoles and the app, making these more accessible. The approach leverages evidence based protocols for fall risk assessment and using smart insoles to assist in the quantification of falls risk and measurement of gait and balance metrics, key determinants of fall health. Post-assessment the app suggests customized 6-month home exercise program that assist in the improvement in mobility, strength and endurance thereby helping improve the fall health of a user. Monthly fall risk assessments give the user a glimpse of their progress. With regular use, the insoles continuously measure the gait & balance parameters and provide real-time progress along with very accurate step-counts. This motivates the elderly to move more, exercise and maintain an active lifestyle by helping them feel more motivated, empowered and surefooted. The existing equipment available in the market to measure gait / balance data are expensive, space-consuming and mostly accessible by clinicians. The smart insoles reproduce the same results without the required set-up. A validation study conducted of Lechal insoles conducted by Johns Hopkins University with Gold standard equipment found Lechal 2.0 to have 93% average accuracy for gait and 86% for balance parameters. The app analyses & displays the assessment results in form of easily understandable & actionable data to the users or loved ones & in the form of a formal & detailed clinical report that can be shared with a healthcare provider. The fall risk assessment & exercise suggestion algorithms have been developed in collaboration with specialists in the aging space. Lechal 2.0 not only informs the users with clinical data about their fall risk & mobility, but also motivates them improve to their lifestyle by incorporating exercises, walk goals & progress data visualization that motivates them to move with confidence and become less dependent.

e consult

www.econsult.net

FOUNDED 2011

COUNTRY United Kingdom

CONTACT Irene Reguilon

marketing@webgp.com

VIDEO

Solution Description

Trusted solution eConsult has a proven track record and is the market leading online GP consultation system, enables patients to request advice from their practice 24/7. Patients currently wait two weeks for appointments - eConsult can make a significant difference to patients' ability to access healthcare. eConsult is available, to over 9 million patients in 1,000+ practices, was developed by practicing NHS doctors with a deep knowledge of clinical systems and workflows. After four years in Primary Care, eConsult is pioneering an Urgent and Emergency Care system making services more connected, efficient and effective. We want to build on our successful integrated care system in Bexley where 240,000 patients access the NHS Online app. Currently 99% of patients arriving at the UCC book in on an iPad and are intelligently triaged. Discussions are ongoing with 30 emergency departments, with the aim to be in 200 ED and UTC sites by 2022. Check in and triage time is 5 minutes for 88% of patients and now all initial assessments take

place within 15 minutes of arrival. Reduced patient waiting times and time to treatment has freed up time for hospital staff.

eConsult's Medical Director leads seven NHS clinicians who create best practice content, review existing content and clinical governance issues. A panel of 26 UK clinicians including GPwSIs, trainers, academics and leaders in emergency medicine, ITU, psychiatry and dental staff review and approve triage system content. With eConsult safety comes first. Standardised questions for the whole department mean that nothing is missed and life threatening conditions are red flagged to clinicians quicker. Clinician developed best practice implementation support and training. Our hospital implementation guide is a 10 week staged process with defined actions and responsibilities. Face to face training is provided by the eConsult clinical team with online training videos available at any time.

ENOVAP

www.enovap.com

FOUNDED 2015

COUNTRY France

CONTACT Marie Harang-Eltz

marie@enovap.com

VIDEO

Solution Description

There are today more than 1.3 billion smokers worldwide and tobacco is responsible for 12% of deaths globally each year (7 million people). Only 5% of smokers succeed in reaching one-year without smoking, and 93% of smokers' relapse within six months using current Nicotine Replacement Therapies (NRT) such as nicotine patches, gums, or lozenges. Enovap, winner of many innovation prizes and the Seal of Excellence from the European comission for H2020 Phase 1, was created in 2015 by young and ambitious engineers (ECE Paris High Tech Engineering school) Alexandre Scheck (CEO) who started the project when filing its 1st patent. Marie Eltz (CSO), PhD in inhalation and smoking-cessation specialist, brought her expertise to Enovap in 2016. The company has secured €2.2 million since inception to develop and commercialise the Enovap personal vaporizer targeting both efficient smoking-cessation and nicotine de-addiction. The device allows users for the first time to easily adjust their nicotine levels during the day. A personalised nicotine de-addiction program "Nicotine Step Down", based on powerful proprietary algorithms that gradually decrease users' nicotine consumption based on their vaping profile then help decrease users nicotine consumption. The device was launched in January 2019 with already more than 1500 units sold. The company has a strong patent portfolio with currently 3 patent families protecting the technology, the device and its applications. This patent portfolio is extremely valuable in the highly competitive Electronic Nicotine Delivery devices (ENDs) sector. The company has also recently been recognised as the second most inventive start-up in the ranking of the French start-ups created in 2015.

www.forte-medical.com

FOUNDED 2006

COUNTRY United Kingdom

CONTACT Giovanna Forte

giovanna@forte-medical.com

VIDEO

Solution Description

Peezy Midstream is the only MSU collection device of its kind and the only one to meet the PHE UK Standards for Microbiology Investigation of Urine 2016; a published NICE MedTech Innovation Briefing Paper has led to NICE Guidance Review for 2019-20. Peezy Midstream is a Class 1 non-sterile medical device, heavily patented, FDA and MHRA listed. Over 65 million urine specimens are collected every year in the UK by the NHS – 1 in 4 will be contaminated, leading to over 14m failed diagnoses each year. In West Hertfordshire NHS Trust Antenatal Clinic, Peezy Midstream has reduced false-positive urine specimens by up to 70%, leading to lower rates of unnecessary antibiotic use by pregnant women where unwarranted prescribing can promote antibiotic immunity in the mother and child.

Other common urine collection systems require patients to start urinating, stop, aim into or position the container or device provided, then start again. Excess urine will spill on patient hands, the toilet/restroom floor, and sanitary ware. Peezy eliminates this hit-and-miss approach and reducing not only contamination rates of samples but the environmental spread of bacteria and germs such as gonorrhea and e-coli. Right-first-time analysis, diagnosis and appropriate treatment of ailments/illnesses saves the necessity and multi-million-pound cost of repeat testing, appointments and the prescribing of potentially unnecessary antibiotics. Clinical research and in-market trial from NHS trusts including Pennine Acute Hospitals Foundation, Barts Health NHS, North Devon and Royal Surrey demonstrate and attest to Peezy's 98.5% accuracy, which is further supported by NIHR's findings on patient-friendly usability.

In the USA, positive clinical evidence has been published by Loyola Chicago Stritch School of Medicine with September publication of a clinical study from leading healthcare provider, Baylor Scott and White. Approval has been granted for an AMR related reimbursement code for $48-$63 and a sales and distribution agreement is under negotiation for the USA and Canada. With key milestones met during 2019-20, institutional investment of £2m+ is sought for domestic and export scale-up, manufacturing growth and longer-term development of new products that will facilitate early diagnosis of various cancers, infectious diseases, sports and Military Dope testing. A JV with 11 Health and Technologies in Irvine, CA has been formed to create Smart Peezy, a digital, diagnostic point of care system using bluetooth sensor technology that the company plans to integrate with the new product pipeline.

Fullscript™

https://fullscript.com/

FOUNDED 2011

COUNTRY Canada

CONTACT Cameron Moores

cam@fullscript.com

VIDEO

Solution Description

Fullscript is the very first and industry leading online platform that allows practitioners to prescribe professional grade supplements to their patients virtually without the need for physical inventory. With the largest catalog in the industry, EHR integrations and a world class customer success team, Fullscript is the top wellness dispensing platform in the world. With Fullscript, practitioners no longer have the need for an in office inventory of supplements, saving themselves a huge headache. Patient adherence is easily trackable and always improved with Fullscript because of the ease of the direct-to-patient model (and options for autoshipments and refill reminders). Having direct relationships with the 350+ brands on the platform means our customers can rest assured they are getting quality products that have been kept in proper environments. Offering free shipping on orders over $50, and a variety of shipping options to choose from, our distribution is unrivalled in the space. What makes Fullscript excellent is that it truly improves the lives of both patients and practitioners by being the #1 solution to dispense supplements from your practice. With an in house development team devoted entirely to improving and innovating the platform Fullscript is way ahead of the competition in regards to technology.

XX GENEPLANET

www.geneplanet.com

FOUNDED 2008

COUNTRY Slovenia

CONTACT Matjaz Petrovic

matjaz.petrovic@geneplanet.com

VIDEO

Solution Description

GenePlanet was founded with the goal of helping people with new insights and personalised guidelines to improve their quality of life. According to WHO, cardiovascular diseases are the leading cause of death globally. Most of them can be prevented by properly addressing behavioural risk factors. That is why we are developing Health intelligence, our digital health engagement platform that can positively contribute to tackling this and many other health issues. Health Intelligence will be the only platform on the market that integrates personal data with objective biological data and empowers long-term health improvements by using its unique engagement system based on different financial and non-financial rewards, gamification and other motivational techniques. Health Intelligence integrates biological data (genetic predispositions, the current status of blood biomarkers and microbiome data) with personal information (heart rate, blood pressure, height, weight…), information from smart devices, wearables and activity tracking services. Our solution allows users to do everything from the comfort of their home. Buccal swab (saliva) samples are used for DNA testing and for blood testing, we use an innovative blood collecting device that allows self-collection in a simple and non-painful way. All biological data is utilised by our AI algorithms that provide tailor-made recommendations that best fit each individuals' needs and goals. By setting personal goals and challenges, users will monitor their progress in specific areas such as nutrition & diet, sports & activity, sleep and mental well-being, to facilitate long-term behavioural change that leads to better overall health. "One size fits all" does not work and with Health Intelligence we bring a unique personalized preventive solution that will empower and motivate users to improve their health and wellbeing in the long run.

howz

www.howz.com

FOUNDED 2013

COUNTRY United kingdom

CONTACT Jonathan Burr

jonathan@howz.com

VIDEO

Solution Description

Howz is a smart home system designed to help older people stay independent for longer. Howz learns a person's routine and uses this to detect short term anomalies and long term changes. Howz is unique because it is driven to solve a marketing rather than a technology problem. Our approach is: 1. Build a consumer brand. Telecare services are B2B and unattractive. We want Howz to be an desirable, trusted product and brand. We have a Net Promoter Score of 67. 2. Use innovative distribution channels. We want Howz to be available through the channels that older people are familiar with. Utilities are both a source of smart home data and a route to millions of consumers. We are working globally with 8 that together have over 30m customers. 3. Older person is customer, not the family. Howz goes in their home - not their family's. It's their well-being, their security. 4. Data not hardware. Why build new hardware? We use mass market products to drive down cost and drive up reliability. We let customers 'bring their own hardware' and smart meters to let them 'bring their own data'. 5. Machine learning. Use in practical ways derived from experience based insights with older people - making onboarding as simple as possible - as well as detection and prediction. 6. Open systems. No one supplier can do it all. We need to build a digital health ecosystem in which customers can share information between the very best applications in each field. 7. Collaborative research. NHS TIHM (Dementia) TestBed 1.0/1.5, NHS LCIA TestBed, GM AHSN grant Social Isolation Howz was a Finalist at Pitch @ Palace 3, winner EDF Energy Bluelab 2017, winner Smart Home EDF Pulse Awards 2017, finalist Free Electrons 2018, UK Government entry Ideas for Europe 2017.

www.ignilife.com

FOUNDED   2014

COUNTRY   France

CONTACT   Fabrice Pakin

fabrice@ignilife.com

VIDEO

Solution Description

Ignilife impulses people's health and well-being with a digital and data driven coaching platform that is offered to corporates, employers and health providers. Ignilife's vision since the very beginning of the company was to empower individuals to act wisely for their health and well-being. We offer a tremendous opportunity to transform a sick care system into a true health care one. We built a whole interconnected digital hub involving all the stakeholders in a single smooth and customized experience: the individuals, the payers, the health professionals and an ecosystem of added-value partners. Our current platform offers the best in class digital health coaching services consisting of six building blocks we consider essentials to succeed in the market and engage stakeholders. First, the Ignilife coaching app for individuals focuses totally on asynchronous chat with health coaches and peers, personalized recommendations engine, 35+programs based on evidence, daily educational feeds, CBT and gamification techniques, health dashboard agnostic to connected IOT. Second is the Ignicloud payers back office and population management dashboard with automatic enrollment processes, high segmentation capacities, aggregated analytics with industry benchmarks, personalized action plans with a marketplace of optional services and products for a one stop shop experience and publishing tools to interact directly with their population. Third is the Ignicare health coaches remote monitoring dashboard with access to shared individual patients data, automatized risk sorting and action plans,a messaging app and access to a content library to push easily personalized content. Fourth is a network of independent health coach composed of Nurses, psychologists, personal trainers and nutritionist. Fith, the marketplace integrates an ecosystem of third party services to offer a centralized and high value action plan to our clients without managing IT costs and multiple suppliers relationships. And finally, the data-driven approach where all recommendations and action plan are based on data in order to be able to push the best services or advices to the right person, at the right time and the right place.

Insulclock

www.insulclock.com

FOUNDED 2014

COUNTRY Spain

CONTACT José Luis Sánchez-
Pascuala

miguel@insulclock.com

VIDEO

Solution Description

Insulclock® is a small electronic device very easily plugged in any insulin injection pen, which helps patients automatically tracking critical information about their treatment, such as remembering the date, time and dosage of the last shot and the time of the next one, and monitoring type of insulin and its temperature. A reminder system by visual and acoustic alerts avoid mistakes and omissions. Moreover, via Bluetooth it sends the information to a pre-installed app, keeping data in the Cloud for data warehouse and synchronization with multiple devices. The app helps diabetics and their doctors and caregivers managing the disease along time, monitoring the insulin pen use in real time. For child and elder patients, an alert system, as electronic messages, will convey this information to their caregivers. Automatic solutions for insulin dosage are starting to be implemented in insulin pens. These are devices the size of a pen loaded with an insulin cartridge that serves several punctures. Standard cartridges are 300 units of insulin. They enable a more precise dosage than syringes, and are convenient and easy to carry. For these reasons they have become a popular product, used by 70-90% of insulin-taking patients in Europe. Some pen manufacturers have developed smart pens, including a chronometer that tells the patients how much time has passed since they took the last shot. The most advanced models (NovoPen5 and Pendiq) also record the dose taken. However, this is very limited information for really empowering diabetics and their caregivers for better managing the disease, in both the opinion of diabetics' nutritionists (we are working with specialists at Fundación Jiménez Diaz, in Spain, and Emory University Hospital, in USA) and the patients and caregivers themselves (Insulcloud CEO is diabetic, and we have surveyed and are in contact with around 400 families with diabetic members).

KUDUwave™

www.kuduwave.com

FOUNDED 2013

COUNTRY South Africa

CONTACT Dirk Koekemoer

dirk@emoyo.net

VIDEO

Solution Description

The KUDUwave is a digital, all-in-one diagnostic audiometer/tympanometer that is boothless, that did the first transatlantic teleaudiology test in the world, is ultra-portable and has the potential to take hearing healthcare to half a billion people in need of hearing health care.

MEDICSPOT

www.medicspot.co.uk

FOUNDED 2016
COUNTRY United Kingdom
CONTACT Adam Thornhill

adam@medicspot.co.uk

VIDEO

Solution Description

GP consultations constitute most people's main interaction with healthcare services, but NHS pressures and a lack of safe and accessible alternatives means getting an appointment is often very difficult or prohibitively expensive. MedicSpot solves this problem through highly convenient, walk-in or bookable GP consultations via its unique clinical stations located in local pharmacies. A video consultation supported by remote examination equipment enables GPs to safely treat 70% of conditions, versus 40% by online-only competitors. Doctors can prescribe medication which can be collected instantly from the pharmacist.

We are working with 230 pharmacies across the UK and have already delivered over 6000 consultations. Within one year we have become one of the largest private GP services by number of clinics. We are also partnering with NHS providers to extend our impact and help resolve the GP 'supply and demand' mismatch, particularly in parts of the UK where it's either unacceptably difficult to get a GP appointment/see a doctor out of hours, or where doctors' time is under-utilised. By locating stations in other places e.g. urgent care centres, GP surgeries and workplaces we can generate huge efficiency savings, improve patient care and maximise use of doctor time. The cost to MedicSpot for a 15 minutes consultation is £25, compared to the £30-39 cost to the NHS for a traditional consultation (PSSRU). Patient experience is central to our service. MedicSpot has a world class net promoter score of 70% and we underwent a CQC Inspection in Nov 2017 which we passed with no advisories: one of only two out of over forty-five health tech startups in the UK to do so. Our clinical stations are very user-friendly: some users are in their 80s and our average age of user is 39, well above the average for other digital offerings.

MEDIFIES

www.medifies.com

FOUNDED 2016

COUNTRY USA

CONTACT Nate Pagel

nate@medifies.com

VIDEO

Solution Description

Medifies delivers an innovative SaaS platform that allows hospitals and surgicenters to send neutral-yet-comforting updates on their loved one during surgery and other procedures. A hospital Chief of Surgery wanted something that helped comfort his patients' families, using their smartphones, freeing them to leave the waiting room or even go home - while letting nurses focus on clinical work. The product also lets the OR nurses know (like Uber) where the family members are when the surgeon is ready for the family conference post-procedure. None of our competitors are mobile-first, 100% HIPPA-compliant, cloud-based, work outside of the hospital for remote family, multilingual or have GPS to find the family. Finally, none of other products take the family info for later patient acquisition and population health data analysis. Several family members per procedure can be fed directly into the hospital's CRM. The hospital will also know if a new patient is related to another patient – and family history is the number one predictor of several health and societal issues. No other company provides all of these features. Medifies does all of these things and also is working on a patent portfolio around our light AI, big data analysis and what we call "comfort messages," which anticipate a family user's stress level automatically. A lot of the team has a design background. The CEO started his last company with the former CEO of frogdesign and has 65 industry awards. Our goal is make our products easy to use and have a multi-language capability on the consume side. It takes one minute to learn and only about 10 to train hospital staff.

mediktor

www.mediktor.com

FOUNDED 2011

COUNTRY Spain

CONTACT Natalia Sargiotti

natalia@mediktor.com

VIDEO

Solution Description

Mediktor, a technology that is reducing barriers to access healthcare worldwide. Our technology brings huge benefits for insurance companies and ultimately to the final consumer through their memberships, our solution is used as a mechanism to refer them to a medical center or the most adequate specialist, based on a pre-diagnosis, -driving patients to the right level of care-. As a white-labeled artificial intelligence solution, Mediktor can be embedded into any interface, to complement the existing product or service, it's easily included into any of the workflows: call center, video-consultation, chat, medical appointments, e-prescriptions, among others. A white label approach that will increase adoption, and could be up and running in just 4-6 weeks. We had outstanding results with big players like DKV or MAPFRE: 60% of users who interacted with a doctor via chat, video-consultation or call after using the symptom checker were thankful to avoid visiting a doctor. And 97% of users would recommend the use of the service to family and friends. Nowadays our technology is the most accurate Artificial Intelligence driven health platform able to map different symptoms per condition and evaluate the seriousness of the disease. As a doctor would do during a medical visit, Mediktor asks the user a series of simple questions related with symptomatology until it comes up with a list of possible pre-diagnoses, rated by probability. The process is fast, comprehensive, user-friendly and completely secure. Supported by two technical pillars: Natural Language Recognition and Machine Learning, Mediktor is the first Symptom Checker in the world that has undergone a clinical study with 1,015 patients achieving a success rate of 91.3% accuracy, fulfilling its mission, based on building a tool that strengthens clinical and scientific validation, and building trust in the community of clinicians.

www.medivizor.com

FOUNDED 2012

COUNTRY Israel

CONTACT Tal Givoly

tal@medivizor.com

VIDEO

Solution Description

OVERVIEW
Medivizor is the only service out there that radically empowers patients by providing them the latest, trusted, medical science that is personally, and clinically, relevant for them in a way that they can understand - empowering them to make well-informed decisions about their care.

PROBLEM
Information is key to making informed decisions in medicine, for providers as well as patients. Today when patients are diagnosed, they typically go to search engines and dedicated health sites, which typically overwhelm them with information that is generic, irrelevant, outdated, or in some cases simply unsafe. There is a compelling need for better sources of personalized information, particularly for those with serious or chronic illnesses who seek updated information relevant to their specific situation.

SOLUTION
Medivizor uses patented technology that mines medical literature using AI and semantics coupled with scalable medical expertise to produce relevant, high-value information that is personally and clinically relevant to each patient. Medical literature is continuously scanned, curated, summarized, interpreted and delivered to patients and doctors.

STATUS
Medivizor is a live service that helps hundreds of thousands of patients in 23 therapeutic areas, that are continuously growing while the service is being endorsed and distributed by over 50 healthcare providers and patient advocacy organizations.

medopad

www.medopad.com

FOUNDED United Kingdom

COUNTRY 2011

CONTACT Kirsten Nehr

florian@concilio.com

VIDEO

Solution Description

Medopad's mission is to help more than 1 billion people live longer. Patients with rare and chronic diseases spend as much as 95% of their time outside of the hospital and in many cases, die of complications rather than their diagnosed disease itself. With better data collection and predictive modelling, these deaths can be prevented. At Medopad, we want to change the healthcare system's lack of visibility over their patient's progress to allow for earlier detection of complications, and ultimately better patient outcomes. This year, a big area of innovation for Medopad has been the development of a groundbreaking algorithm that will change the lives of patients and clinicians. This joint project saw Medopad and Tencent develop an AI solution to help track the deterioration of People with Parkinson's. On completion of the project, Medopad's pre-existing remote patient monitoring solution will be deployed amongst a cohort of People with Parkinson's, with the addition of an integral movement detection algorithm jointly developed with Tencent. The algorithm automates a standard procedure in the care of Parkinson's patients which entails them to performing a series of prescribed movement whilst the clinician scores their ability to perform them using a defined scale. This scale correlates with disease progression, and allows the clinician to ascertain the level of deterioration in the patient. With AI technology, we have developed a way of quantifying the scale of deterioration which has, until now, been assessed in a subjective manner by clinicians, from memory. This innovation is a major breakthrough: the technology is delivered through an app downloadable to mobile phones. This means the technology is accessible by all People with Parkinson's and can be used by patients or carers. The remote monitoring aspect means that examinations can happen with increased frequency compared to visiting a clinician in clinic, and thus allows greater visibility of disease progression for both clinician and patient. Crucially, this saves the patient from having to travel to the doctor's clinic and saves the doctor the time a consultation which would normally take 30 minutes. Our technology uses AI, for example to better help assess how Parkinson's disease has progressed in patients. This helps optimise treatment plans and timing as well as frequency of visits with their clinical team. Our innovation is helping automate some tasks doctors would normally have to do with the patient during their appointment (in this case, digitising the United Parkinson's Disease Rating Scale) and freeing them up to focus on more time on the patients. The potential for future development for this technology is significant and can be scaled to other disease areas. The technology fundamentally works by detecting and quantifying irregularities in any movement disorders. Potential areas of interest for future development of the AI technology are in diseases deterioration for patients diagnosed with DIPG (Diffuse Intrinsic Pontine Gliomas). DIPGs, commonly found in children are highly aggressive brain tumours that are difficult to treat in paediatric brains. Clinicians rely on prescribed movement exercises to assess treatment dosing and progression. The pine score that stems from the performance of these motor exercises could be automated in future to quantifiably assess disease deterioration using the same algorithm developed in collaboration with Tencent. The performance of these movement exercises can also be done remotely and avoid parents and children from across the world to have to travel long distances to HCA in the UK, which is one of the major centres of excellence for treatment. Our vision & our journey so far: https://www.youtube.com/watch?v=zk9LuyWC3qQ https://www.youtube.com/watch?v=-EQL7SMb0gI

MEDULiFE
suoro medical nerverle

FOUNDED	2017
COUNTRY	Germany
CONTACT	Jan Steinbach

jan.steinbach@medulife.net

VIDEO

Solution Description

Approximately 40% of people suffer from a chronic disease, 20 – 30 % have more than one. The treatment and care of chronic diseases is complex, due to the disease itself and the many players involved. Patients need individual support in everyday life, beyond medical consultation hours – a service doctors are not able to provide due to a lack of time. The digital disease management platform TeLiPro aims to close this existing healthcare gap and to improve the care of multimorbid patients. The patient himself is at the center of attention: Trained specialists (e.g. diabetes advisors) provide care via telemedicine between visits to the doctor based on current data. The core is the innovative platform itself, which can be accessed by the patient, doctors and health coaches. Through the transfer of data from devices (e.g. blood sugar, weight), a detailed anamnesis, guideline-compliant care paths and individual target agreements the patient is individually addressed and always receives the care that fits best to his personal situation. The overall goal is to improve the lifestyle by enhancing the handling of the disease and the adherence. The modular structure of TeLiPro and the integration of different indication areas facilitates the care of multimorbid patients – a benefit no other platform offers. All involved treating specialists see relevant medical data at a glance. This avoids multiple medical examinations. The health coaches are specially trained for the use of the platform and the implementation of the program. By concluding special care contracts with health insurances, the care via TeLiPro is billable for the physician. This makes TeLiPro unique: The telemedicine platform is directly docked to the service providers and not installed as an additional pillar in the healthcare system. This significantly reduces complexity in the market and creates a scalable model. The proven outcome is ensured through training, certification and quality assurance during the ongoing program.

MEDVISI+

medvisit.io

FOUNDED 2013

COUNTRY Spain

CONTACT Andres Lozano

a.lozano@medvisit.io

Solution Description

Our challenge: An unforeseen health problem can arise at the most inconvenient time, while traveling abroad. Getting the medical care you need in another country, can be a troublesome journey with so many barriers: cultural differences, waiting times, language comprehension and translation. - Our solution: Through our digital solution, tourists and expats receive medical attention at the comfort of their homes or hotels with just one click and in no more than 60 minutes (on-site visits). MedVisit provides medical attention in 4 different languages and after the visit, we automatized all the related paperwork to claim the reimbursement from insurance companies. - Our benefits: All the healthcare professionals across the MedVisit platform are part of our medical team, our service is easy, safe and reimbursable by international insurance companies. - Our partners: We currently collaborate with medical centers, insurance companies, and international hotel networks, with notable partners like Mandarin Hotels Group, Fairmont Hotels, United Healthcare, and Emirate Airways. - Our business model: *B2C (Traveler/expat) -> Fee per visit *B2B (International HR departments, Insurance companies) -> Monthly fee per employee/member and reduced fee per visit. - Our traction: Over €760K in revenue in 2018. 30 large contracts with key agents of the travel and healthcare sector. More than 250 visits per month just in Barcelona.

My Sense

www.mysense.ai

FOUNDED 2016
COUNTRY United Kingdom
CONTACT Lucie Glenday

lucie.glenday@mysense.ai

VIDEO

Solution Description

MySense is a wellbeing AI platform that learns an individual's behavioural patterns and can quickly identify declining health or immediate care needs. We use data from 11 fixed passive sensors placed around an individual's home and a wearable device. Each sensor picks up a key activity such as toilet usage, sleep patterns, heart-rate and drinking / eating habits (approximately 5,000 data points per day per end user). This is where our AI kicks in. Our machines learn a personalised weighting model that can alert to indicators of dehydration, malnutrition, declining mobility/ independence and onset of poor physical or mental health. We sell B2B. Our customers are Councils, Retirement Communities, Housing Associations and Care Providers. The alert notifications and corresponding datasets are shown via a dashboard so they can effectively manage emerging care needs before they escalate. The end user can also nominate carer's or family to receive notifications via an app. We're different because our AI isn't an after-thought, it's what has driven us for the start. We collect action-based data and our data scientists and clinical researchers build and refine our algorithms in house. We're Web 3.0 ready, our end users own their own data. We protect it with the highest level of security, and they remain in complete control of who their information is shared with at any point. MySense offers a scalable and affordable product that empowers people to live as independently as possible, ensuring that they live to their full potential whatever their health, mobility or age.

www.neuroflowsolution.com/

FOUNDED 2017

COUNTRY USA

CONTACT Will Crowley

will@neuroflowsolution.com

VIDEO

Solution Description

NeuroFlow is a healthcare technology and analytics company enabling behavioral health access and engagement across the continuum of care. Our vision is to create a better everyday life for those struggling with mental health by building the leading integrated behavioral healthcare platform. NeuroFlow leverages validated techniques to increase patient engagement through behavioral economics, objective physiological data, and remote monitoring, allowing healthcare providers to objectively assess, track, and engage patients using evidence-based practices to support their mental health. We're hyper-focused on building solutions that integrate seamlessly into existing clinical workflows to minimize administrative burden for providers while driving better patient outcomes. This approach works. In a review of 1,300+ patients using NeuroFlow throughout four months: 71% of all patients reported a reduction in depression or anxiety symptoms and 58% of patients with moderate to severe depression or anxiety improved to mild or better. What sets NeuroFlow apart from the competition in this mission of helping patients feel better faster, is our ability to streamline the behavioral integration process from the moment a patient is engaged all the way to a provider being reimbursed. We've taken the best of patient facing mindfulness apps as well as the key processes and workflows found in leading provider and payer facing tools, added in an underlying focus on data science, to ultimately carve out a strategic advantage when it comes to behavioral health integration. With access to 120,000 patients in over 250 clinical settings, NeuroFlow is leading the charge for behavioral health integration in all care settings to transform the way our health care system serves those struggling with mental health. NeuroFlow has amassed an exciting roster of advisors, partners, investors and customers putting us on the fast track to becoming the leader in behavioral health integration.
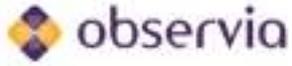
observia

www.observia-group.com

FOUNDED   2011

COUNTRY   France

CONTACT   Freudiger Morgane

morgane.freudiger@observia-group.com

VIDEO

Solution Description

SPUR is a unique universal digital model that allows us to understand the behavioral drivers of chronic patients and to assess their risk of non-adherence and level of support needed. It is a proprietary innovation developed by Observia, the European leader in e-health solutions. The model has been under development for the last three years, and benefited from the help of international behavioral sciences experts (from the University of Michigan in the USA, Kingston University in the UK, Saclay in France and the Chinese Medical Doctors Association). Three studies are being undertaken in 2019 to assess the predictive validity of the model in real life, representing a major milestone in the field. SPUR can revolutionize the way we offer support to chronic patients. Indeed, the outputs of SPUR, combined with socio-demographic and medical information allow healthcare professionals to understand in detail the patient's attitudes regarding condition and treatment. Furthermore, the model's outputs constitute the basis of personalized, high-level patient support programs, allowing patients to take control of their disease and improve their quality of life. Existing patient assessments model (such as Morisky, Girerd, PAM) do help evaluate the risk of non-adherence of patients, but none identify the behavioral drivers behind the results and therefore are poorly suited to drive personalization, and certainly not the kind of digital personalization available with AI-driven virtual assistants. SPUR has been designed to do exactly that. Last but not least, our SPUR model can be integrated to any existing program (thanks to digital interoperability). As an example, it can feed a virtual assistant to ensure higher personalization, patient engagement and impact. In a nutshell, we sincerely believe it could disrupt the way support is provided to chronic patients by providing low-cost, qualitative support that fit patients' preferences and attitudes. In other words, we want the "one size fits all" period to be over.

PAI Health

www.paihealth.com

FOUNDED   1999

COUNTRY   USA

CONTACT   Tricia Burton

karl@acticheck.com

VIDEO

Solution Description

PAI Health is a heart health software company providing insights rooted in the proven science of cardiorespiratory fitness (CRF), the leading predictor of longevity and health. The company's digital services enable insurers to assess and predict health risk, monitor risk changes in population segments and individuals, improve population health, create personalised insurance products and add CRF insights to pricing. We monitor heart health; connect heart health to mortality and morbidity; and give personalised guidance on how much activity is required to increase protection from cardiovascular disease and other lifestyle disease. According to the CDC, increased activity reduces the incidences of lifestyle diseases that account for 92% of the top 10 causes of death. PAI (Personal Activity Intelligence) prescribes the optimal weekly dosage for any individual including the inactive population. It meets people where they're at with an attainable but scientifically backed goal, which adapts as they progress. Users have the flexibility to choose their preferred type of activity and intensity level, regardless of steps since it is based on heart rate. PAI helps people understand the impact of activity on their cardiorespiratory fitness, optimizing their path to health. The PAI algorithms were derived from the HUNT Study, covering 45,000 people over 25 years with 1 million+ life years of data including 10,000 deaths and autopsies. PAI has been validated in four research publications including in The American Journal of Medicine, Progress in Cardiovascular Diseases and Mayo Clinic Proceedings. Maintaining 100 PAI has been proven to reduce the risk of cardiovascular disease mortality by an average of 25% and extend lifespan by an average of 5 years. PAI Health offers device-agnostic, easy-to-deploy tools that provide dynamic health insights at scale, non-invasively, quickly and cost-effectively. We offer standalone, easy-to-deploy pilots, and an API-first platform to integrate with insurers' existing apps and platforms.

www.sensingtex.com

FOUNDED   2010

COUNTRY   Spain

CONTACT   Miquel Ridao

miquel.ridao@sensingtex.com

VIDEO

Solution Description

Bedding Mat Platform by Sensing Tex is a cutting-edge end-to-end ecosystem to develop customized solutions which requires Big Data touch and pressure sensing heat maps to recognize pressure distribution, movement, postures, center of balance or biosignals among other magnitudes. The platform has been designed to provide a cost-effective hardware system based to fulfill our customer requirements in making their pressure mapping applications for bedding. Applications : WELLNESS ; Enhance your customer health and guide them to a better quality of life traking thier activities. HEALTHCARE; Develop amazing medical applications to provide cutting-edge technology to patientes and phisicians. PERSONAL HEALTH: Bedding Mat Platform allows to gather big amount of data from the user that can be treated with AI and ML to show the customer some indications to improve his habits to get a better-quality life.

alfapump

https://www.sequanamedical.com

FOUNDED 2006

COUNTRY Belgium

CONTACT Alexandra Harrison

harrison@consilium-comms.com

VIDEO

Solution Description

Sequana Medical is a dynamic, commercial-stage medical device company focused on developing innovative treatment solutions for the management of liver disease, heart failure, malignant ascites and other fluid imbalance disorders. It is headquartered in Ghent, Belgium. Sequana's alfapump® is an implantable, programmable, wirelessly-charged, battery-powered system that is CE-marked for the management of i) refractory ascites (chronic fluid build-up in the abdomen) due to liver cirrhosis and ii) malignant ascites. The number of patients with liver refractory ascites is forecast to increase dramatically due to the growing prevalence of NASH (Non-alcoholic Steatohepatitis). Over 650 alfapump® systems have been implanted so far and since April 2018, the alfapump® has been included in EASL clinical practice guidelines. The alfapump® is a safe, effective and long-term alternative to large-volume paracentesis which is a lengthy, invasive and painful procedure, only providing short-term symptomatic relief, placing a significant burden on the healthcare system as well as patient quality of life. By automatically and continuously moving ascites to the bladder, where the body eliminates it naturally, the alfapump® prevents fluid build-up and its possible complications, improving patient quality of life and nutrition, and potentially reducing hospital visits and healthcare costs. Sequana Medical is currently developing the alfapump® DSR, built upon the proven alfapump® platform, to deliver a convenient and fully implanted system for Direct Sodium Removal therapy ("DSR"), a novel and proprietary approach for the management of volume overload in heart failure. Treatment of volume overload in diuretic-resistant heart failure patients is a major clinical challenge. There are an estimated one million hospitalisations due to heart failure in the U.S. each year, of which 90% are due to symptoms of volume overload. The estimated cost of heart failure-related hospitalisations in the U.S. is $13 billion.

SkinVision

www.skinvision.com

FOUNDED 2011

COUNTRY The Netherlands

CONTACT Matthew Enevoldson

matthew.enevoldson@skinvision.com

VIDEO

Solution Description

Skin cancer is one of the most common type of cancer globally and incidence is still rising 7% year on year. SkinVision empowers individuals to monitor their skin lesions for changes from the comfort of their home. We stimulate skin cancer awareness and enable self-monitoring via our smartphone app. The user can take a picture of their skin spots and within 30 seconds he receives a risk indication (low-medium-high) from the SkinVision machine learning algorithm. In case of a high risk rating or when the Doctor review shows cause for extra advice, the user will receive advice from our team of image recognition experts and dermatologists within 48 hours on next steps to take. Our dermatologists perform continuous quality control of the assessments, by evaluating the output of risk assessments with their professional experience. The accuracy of the service has been tested in clinical studies, the overall sensitivity of the algorithm in recognizing melanoma is 95% and for non melanoma skin cancer (BCC and SCC) 92%; percentages that are in line with experienced dermatologists. SkinVision is available globally, apart from USA and Canada, and has almost 1.2 million downloads and a database of over 3 million suspicious moles that our technology works from. We're already partnering with leading health insurers in NL, DE and NZ, who reimburse a year plan of SkinVision to their insured population. So far we have helped in the discovery of over 27,000 skin cancers, we aim to help save over 250,000 lives in the next decade. A preventive self management solution like SkinVision not only helps to improve life expectancy and quality of care, it also increases the efficiency of the skin cancer care pathway by serving as a filter to the health system, drastically reducing unnecessary GP and dermatology visits.

www.unforgettable.org

FOUNDED 2014

COUNTRY United Kingdom

CONTACT Adam Vaughan

adam@unforgettable.org

VIDEO

Solution Description

Unforgettable is the world's leading marketplace of dementia products and services. Founded based on the personal experience of James Ashwell after caring for his mother, Unforgettable.org supports those living with dementia and their caregivers in four different ways: Products - We develop life changing products for those living with dementia, as well as selling the best dementia products from innovators around the world. We currently offer around 1000 specialist products the address the challenges faced in this journey. Products are easily searchable by challenge, stage and need, so our customers can readily find solutions to the challenges they face. Advice - We have written and published over 800 helpful and hopeful advice articles and blog posts about dementia, its causes and treatment and ways cope with the challenges. Community – We have a highly engaged community with over 50,000 customers in our database and an online support group with ca. 7000 members. Services – We connect customers with the support and care services in their area. In our 3 years of trading we've learned a lot about the products we sell and where there are opportunities for improvement. This has motivated us to focus on developing our own products that offer greater desirability, effectiveness and value for money than those on the market, as well as developing products that don't yet exist from making connections between needs and new technology. It's important to us that the products we develop are desirable consumer products that people want to have in their homes. The ability to gather rapid, low cost insight from our community, retain the trust of the consumer and make connections between research, business and emerging technology put us in a unique position to develop products and services for those with dementia and their caregivers.

www.untire.me

FOUNDED 2013

COUNTRY The Netherlands

CONTACT Bram Kuiper

bram@tiredofcancerapp.com

VIDEO

Solution Description

Untire – Innovative Digital Medicine against Cancer-Related Fatigue The Untire app provides a global solution for a worldwide unmet need. It was developed to beat cancer-related fatigue (CRF), the most common side effect of cancer and its treatments. During the first year after the diagnosis 70-100% of all cancer patients suffer from fatigue and 40% of cancer patients and survivors suffer from severe prolonged fatigue. So it impacts tens of millions of people globally. CRF has a devastating effect on peoples physical, social, emotional, psychological and cognitive functioning and ruins their quality of life. Due to the lack of a concrete medical solution, doctors usually don't talk about fatigue. But now doctors, health insurers, or others can recommend the Untire app, a life enhancing, RCT validated, effective digital medicine. Untire is based on proven therapist-supported interventions. In contrast to these interventions our self-management solution is scalable with low costs, while just as effective. The Untire app was developed by a team lead by psycho-oncologist Dr. Bram Kuiper and with cancer patients/survivors as fully-fledged team members. It is the first and only digital medicine worldwide that offers a comprehensive, easy-to-use tool against CRF. Within 12 weeks users are significantly less tired and more happy compared to a waiting-control group. Untire accomplishes this by taking into account the limitations of tired cancer patients and survivors, and start a daily program that induces energy, happiness and social re-integration. At this moment two academic studies are running at world leading institutes to further build the academic proof. Untire could partner within the AXA-ecosystem to support the move 'from payer to partner' globally. The app is available independently of local providers and can be used by every cancer patient. Untire is available in English and Dutch, other languages are planned to follow soon.

Solution Description

www.vida.co.uk

FOUNDED 2016

COUNTRY United Kingdom

CONTACT Devika Wood

devika@vida.co.uk

VIDEO

1 in 4 families in the UK struggle to find timely care for their loved ones, and with a growing aging population, 1 in 5 people will be over 65 by 2066, ever adding to this problem. With 2 million care workers needed in the UK by 2020 to satisfy this demand, and dwindling margins in care companies, agencies are closing down, leaving the UK in dire straits. Vida's mission is to give people the chance to stay at home for as long as possible, when they can no longer care for themselves. We believe our excellence stems from our ability to innovate in an industry where the moving parts and variables that exist mean focusing on caring for the vulnerable whilst innovating can be incredibly challenging, often risky, day to day. The industry thrives on maintaining 30% GPM, through paying carers at NMW and care is not priced affordably, meaning at the end, the only solution is put loved ones in homes. Often we are faced with LAs not caring about innovation or "care" but only about price and "someone turning up". If those who make decisions fail to care, how can those who innovate push forward and thrive. Our perseverance and determination to ensure care has longevity, carers are cared for and attracted into the market, and those needing care are looked after well, remains at the forefront of our values. Our solution focuses on delivering the best care, complemented through person centred home-monitoring systems creating an ecosystem that enables 24'7 monitoring.

http://www.vidavo.eu

FOUNDED 2005

COUNTRY Greece

CONTACT Irene Patsioura

networking@vidavo.eu

VIDEO

Solution Description

Vidalitis is a smart biotechnological tool combining IT with health and social sciences and guidelines . Is scientifically proven, large scale tested health companion (holistic / individualized) which merges the following: • Health Management (Lifestyle Factors Assessment contributing to positive Health, dynamic Personalized medical algorithms, history, biological signal recordings, medication & more) • Nutrition management (Habits assessment, personalized plan, goal setting, recommendations according to international guidelines • Physical activity management (Physical activity assessment, activity tracking, synchronization with smartphone application • Relations Management (Personalized action plan, , Social Participation etc.) • Mindfulness training (Meaningfulness in adopting mindful choices for health change, Lifeskills acquisition to change habits and step out of comfort zone, Smartphone application allowing self-training on mindfulness practices etc.) Vidalitis helps the individual to achieve and maintain balanced & positive health behaviors, functioning and flourishing on multiple levels that include the biological, personal and relational dimensions of life. With the help of an app the individual assess easily and quickly its lifestyle behavior and status (health, nutrition, emotions, physical activity, relations) and with a help of methodological tools (activity plans) enables him to monitor and self-manage various health and wellbeing related parameters in order to achieve behavior change goals. Vitalitis : a) promotes with a number of smart functions (personalized action plan, mindfulness-based interventions and coaching, lifestyle change lessons, online consultation, mindful practices, raising awareness tools etc) b) is based to increase empowerment, self-efficacy and self-management towards a "positive" health and life status while getting remote support when needed.

www.vitalmobile.eu

FOUNDED 2015

COUNTRY Portugal

CONTACT José Belo

jab@vitalmobile.eu

Solution Description

VitalMobile is a Portuguese company with posted revenues that delivers Telemonitoring services, supported by its own technological Platform, to Hospitals and Partners in the country to follow and manage patients with chronic diseases in their homes or on the move. VitalMobile started selling this services directly in 2014 after a spin-off, but the service is in use since 2006 through one Partner, and posts increasing revenues every year (under half a million in 2017). It is a service easy to deploy and ready to scale-up and enter international markets. Experience and evidence: - More than 45.000.000 Remote bio-readings; - More than 7.400 Remote ECGs; - Over 650 Patients monitored; - On 7 pathologies; - In 5 Hospitals; - By more than 150 Clinical Professionals; - VitalMobile/ULSAM's project team in VIANA DO CASTELO was awarded the NHS's "Telehealth Good Practices Award" based on the excellent results achieved. The results continue to be very consistent: o Above 60% reduction in Hospital Internships and Hospital Urgencies, o With more than 95% Patient Adherence Rate; o With over 97% on Patient's and Professional's Satisfaction levels; The VitalMobile - Professional Telemonitoring Platform, that support the services, was designed from the start as an On-Line cloud based solution, to monitor, manage and improve the Quality-of-Life of real patients. The Platform uses the VitalMobile's mobile module (on smartphones) that perform and distribute the vital resources needed locally by the patient, and also delivers a working professional setting, through several modules on PCs, Tablets and Smartphones in a natural way, to the internal or external professionals involved in delivering the service. The Platform started to be developed after a conversation with a friend (in 2003), a Medical Doctor and a Medical University Professor, and it was the first telemonitoring solution ever designed and created for improving the chronic patient's health. We started with Neuro-muscular Patients at home.

It monitors and alarms on the patient's health condition, improving Quality of Life, following medical protocols, supported by a technological innovative platform and by the creation of the first remote monitoring methods and technologies, enabled by the mobile communication's capacity.

www.welfaredenmark.com

FOUNDED   2011

COUNTRY   Denmark

CONTACT   Simon Brandt

sb@welfaredenmark.com

VIDEO

Solution Description

In- & outpatient rehab is € Billion market with significant growth in claims each year.
Virtual Training® reduces the claims, and why you should use it:

- Without digital supported physiotherapy, studies show that almost 70% of patient do not comply with their Home Exercise Programs
- Virtual Training® is one of the few platforms with clinically proven positive effect
- Studies on Virtual Training® shows significantly better rehab results, even though +50% reduction in hours spend with the physiotherapist
- Full data sets available for the insurance companies (PowerBI) to optimize their services, like forwarding patients to the most effective clinics
- Virtual Training® won Microsoft Global Innovation Award (eHealth)

Virtual Training® is an online platform, used by physiotherapists to communicate and set up highly individual Home Exercise Programs (HEP) for the patients. While the patients follow the HEP via their smart device, a full set of data (compliance, score on exercises, painlevels etc.) is send back to the therapist (and insurance company). If unexpected behavior is detected (low compliance, low score on exercises or high pain levels) the physiotherapist is immediately notified and can take action right away.
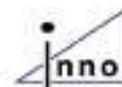
info@ehealth-hub.eu
www.ehealth-hub.eu