We believe solving massive challenges in healthcare is possible when the world's best startups and industry leaders work together.

MassChallenge HealthTech (MCHT) accelerates healthcare innovation by matching top digital health startups with industry-leading strategic partners ("Champions") to work on demonstration projects that achieve actionable results and by convening the top digital health community in the world to improve health.

BY THE NUMBERS

31
startups accelerated

6.9%
acceptance rate

74.2%
of startups were based outside of Massachusetts

90+
startup-champion partnerships

86
champion NPS

89%
of partnerships extended beyond program

> "Our experience as a MassChallenge HealthTech Partner has been insightful and inspirational. We've loved the opportunity to collaborate with innovative entrepreneurs in our mission to help people to do more, feel better and live longer. We've seen real value in working directly with startups to better understand our consumers and how we create solutions for them. These startups have also challenged us to think differently about our innovation processes within GSK.

> **– Lori Lauersen**
> **Vice President of Global Wellness Category, R&D**
> **GlaxoSmithKline**

buoy + **Harvard Pilgrim HealthCare**

SUCCESS STORY: Buoy Health & Harvard Pilgrim Health Care

This close partnership led to a favorable launch and initial reporting period; Buoy has seen many employees and members sign up for the pilot and use the product. Harvard Pilgrim Health Care has continued to be a fantastic partner and is working with us to monitor the pilot, provide feedback, collaborate on post-launch strategy and has overall kept an open line of communication that has been really beneficial. We feel well-aligned and lucky to have a partner so invested in the success of the pilot and look forward to reviewing our mutual achievements at the end of this year!

– Sandy Uwimana
Director of Customer Success
Buoy Health

MASSCHALLENGE HEALTHTECH 2019 CHAMPIONS

AARP, Accenture, Atrius Health, Beth Israel Lahey Health, Boston Children's Hospital, Brigham and Women's Hospital, Cerner, Cigna, Cisco, City of Boston, First Republic Bank, GlaxoSmithKline, Goodwin Procter, Harvard Pilgrim Health Care, Humana, Massachusetts Competitive Partnership, Massachusetts Executive Office of Elder Affairs, Massachusetts General Hospital, Massachusetts eHealth Institute, Massachusetts Health Policy Commission, MassMutual, Microsoft, Optum Ventures, OSF Healthcare, Partners Healthcare Pivot Labs, Philips Healthworks, Sanofi, SoftServe, Suffolk, Sunovion, Takeda, TechSpring at Baystate Health, Vertex, WeHealth Digital Medicine, WilmerHale

CHAMPION OF THE YEAR: HARVARD PILGRIM HEALTH CARE

$300K+
awarded in equity-free cash prizes

2019 PRIZE WINNERS

Diamond & Startup Choice
1upHealth

Women in Digital Health
Welnys

Platinum
GoGoGrandparent

Platinum
Pixm

Judges' Choice
Marigold Health

> MassChallenge HealthTech was incredibly helpful to DynamiCare Health for both years we participated. The program helped us attract funding, hire key staff, gain customers, and most importantly, craft our strategy. We loved having a home with other healthtech startups that were facing the same challenges as us and being able to share solutions with each other.

– Eric Gastfriend
Chief Executive Officer
DynamiCare Health
(MCHT 2018 & 2019)

PROGRAM RESULTS

REVENUE
$5.5M cumulative revenue increase during program across the cohort

$17.6M cumulative revenue across the 2019 cohort

FUNDING
$26.2M cumulative funding increase during program across the cohort

$73.4M cumulative funding across the 2019 cohort

PILOTS
24 enabled pilots during the program

40+ pilots will be launched by the end of 2019

GOALS
72.2% of program goals were achieved by the end of the program

TOP 5 CHALLENGES SUBMITTED BY CHAMPIONS:

1. Behavioral Health

2. Remote Patient Monitoring

3. Mental Health

4. Healthy Aging

5. Opioid Epidemic

CONCLUSION

This year's cohort consisted of 30+ enterprise-ready, digital health startups that were prepared to work on demonstration projects with our Champions. Our overarching goal for 2019 was strengthening our core program to enhance our Goals and Milestones achievement, which we accomplished. We saw over 72% of program goals hit by the end of the program (an increase from 66% last year), with 40+ pilots to be launched by end of year. This shows that the startups matched successfully to engage their Champions, collaborate to solve challenges, and continue to foster working relationships that will last beyond the program.

For the 2020 program, we plan to integrate internal and third party research findings into our core program to further improve our support of startups and become more evidence-based by 2025. We will continue to grow our ability to establish meaningful partnerships, support entrepreneurs, drive successful patient outcomes, and solve massive challenges in healthcare.

If you are interested in becoming a MassChallenge HealthTech Champion, please email **healthtech@masschallenge.org**