

# EC2VC Pitch Competition: here the winners... and some eHealth startups worthy to know

Thirteen companies were admitted to the **Investment Readiness training and Pitching Event** organized by eHealth Hub during Health 2.0 Barcelona.

Companies were literally coming from all over Europe: 1 from France, 1 from UK, 2 from Denmark, 1 from Finland, 4 from Spain, 1 from Poland, 1 from Italy, 1 from Ireland and 1 from Israel.

On 3<sup>rd</sup> May 2017, participants were gathered into Fira Montjuic with a two-fold objective. On one hand, during the first part of the morning, they had the opportunity to take part into the Investment Readiness training, led by META Group. The training was focused on helping entrepreneurs in improving their knowledge of risk-finance, and on letting them hear pitching tips directly from investors.

On the other hand, during the second part of the morning, entrepreneurs had the opportunity to make last-minute changes to their pitch decks, to make rehearsals for taking confidence with the stage, and to chat with mentors.

During the evening finally, the Pitch event took place, as one of the main event of the day at Health 2.0 Barcelona conference.

The 13 companies all went through a 4 minutes pitch in front of a large jury of qualified investors, divided in two categories (less than 250k of revenues / more than 250k of revenues).

**Innovitas Vitae S.R.L. from Italy and Molecular Warehouse LTD from the UK resulted as the winners in each category, according to the judges.**

Here, we are proud to introduce you the **entire panel of ehealth companies** finalist at EC2VC Pitch Competition:

## Revenues over 250K€

### 1. QALYO – France

QALYO relies on medical best practice set by local health authorities.

QALYO believes that the most important and easiest way to increase population health condition is for doctors to follow medical procedures set by local health authorities and for patient to follow personalized medical path depending on their health risk exposure.

<http://www.qalyo.com>

**2. Molecular Warehouse Ltd. – UK [category WINNER]**

Our vision is to create a world where most diseases are prevented, by giving people the power of molecular diagnostics. MW's system allows people to perform medical diagnostic tests on their smartphone rapidly and cheaply, anywhere, anytime.

<http://molecularwarehouse.com/>

**3. OpenTeleHealth – Denmark**

We supply a software medical device CE mark class 2a for remote patient monitoring - all clinical conditions by configuration, including the major chronic diseases. "We allow healthcare organisations to go to scale with monitoring and intervene on patients, in their home by allowing patients to submit healthcare data and vital signs remotely"

<http://www.opentelehealth.com>

**3. Abomics Oy – Finland**

The Abomics solution: PGx Interpretation Service

- Genomic data interpretation solution for laboratories and clinicians
- Enables personalized prescribing and improves patient care
- With our sophisticated algorithms, genetic data interpreted to actionable results for clinical use
- Affordable, fast, and easy to understand output
- Highly scalable and secure cloud service

<http://www.abomics.fi>

**5. Daman / HealthBuddy – Denmark**

About 1 of 3 people are living with a chronic disease, and the cost of these are about 85% of all healthcare costs. There is a major issue with adherence, healthcare costs are rising and some chronic patients have low Quality of Life.

HealthBuddy is a digital platform enabling chronic patients to live a better life.

<http://daman.dk>

**6. Linkcare Health Services SL – Spain**

Challenge: life expectancy keeps increasing, which means chronic diseases and larger/longer demand of health services. The slow down of the younger population renewal poses healthcare systems economic sustainability at risk.

<http://www.linkcareapp.com/>

## **Revenues under 250K€**

### **1. BeYou Health Coach – Spain**

Despite significant investment across the healthcare, fitness and nutrition community, no solutions have been found that are effective at tackling the problem from all angles. We've identified four pillars of weight gain:

- Poor nutritional habits
- Insufficient exercise
- Emotional eating
- A lack of tangible incentives and rewards

Other digital tools focus on one or both of the first two, while ignoring the others. This leads to users starting fitness programmes in a committed fashion, but quickly losing motivation and/or self-control.

BeYou is the only service that addresses each pillar through behavioural change theory and tangible rewards, such as wearables, product discounts and more. We've created a comprehensive programme that is designed to disrupt unhealthy behaviours, and which can be used anywhere and on any budget. Most importantly, users are motivated and supported until they reach their end goals and beyond. And because of our strong partnerships with industry leaders such as Technogym, we're able to offer these services at a highly affordable price point.

<http://beyouapp.com/web/>

### **2. DrOmnibus – Poland**

- high costs of autism therapy (and other developmental disorders) - especially Applied Behavioral Analysis based;
- limited access to mobile, digital therapy tools based on ABA (considered as most efficient methodology);
- not enough of coordination of the therapeutic activities conducted in the therapy center, school and at home.

<http://dromnibus.com>

### **2. PatientPharma – Ireland**

PatientPharma medical teams to better engage, support, encourage and understand patients using our video messaging and analytics platform.

The platform is being used in a variety of clinical scenarios in Ireland, the UK and the US, including: clinical trials, patient support programs for chronic conditions (COPD, Diabetes, Asthma, Heart Failure), and post-surgery support and monitoring.

Short video messaging offers a range of benefits for all users, and has potential to be used with many diverse populations and across settings. The analytics functionality within the platform allows insights to be extracted from patient videos to identify trends and inform decision making.

The ultimate goal of our platform is to empower patients to look after their own health and stay out of hospital as long as possible.

<http://www.patient-pharma.com>

**3. Innovitas Vitae S.R.L. – Italy [category WINNER]**

12,5% of women on hearth suffer from infertility, and >50% of them are temporary unable to conceive with the partner in a natural way, mainly due to reasons classified as unknown. Peer reviewed scientific studies proved that ARTs cannot give these women better chance of pregnancy, than a natural pregnancy. They also are expensive, restricted, harmful, with a success rate of no more than 18%.

<https://www.i-vitae.co/en>

**5. eKuore – Spain**

The Idiopathic Pulmonary Fibrosis (IPF) is a lethal disease with a large mortality among patients because its low and hard detection. It requires a specialist looking for the disease to diagnose the patient, being easily confused with asthma or even cancer.

<http://www.ekuore.com>

**6. Exovite – Spain**

Exovite tries to solve the problems of traditional arm slings has on comfort, the lack of hygiene and the late healing process. Besides the higher costs it supposes for both doctors and insurance companies because of unnecessary visits and human costs for rehabilitation or physiotherapy. Exovite's splints fits perfectly on patient's limb and are lighter, so comfort is improved. Also, they have some opened holes to keep skin breezy and allow patients to shower without any problem.

<http://www.exovite.com/>

**7. HelpAround - Israel**

Despite the ongoing shift of Pharmas to serve smaller populations with highly priced specialty drugs, their ability to understand their patients' behaviors and catch them moment-to-moment is still lacking. As a result, brands waste marketing dollars on the wrong leads, fail to build brand loyalty, and miss out on churning patients.

<http://helparound.co/>