

IOMED: connecting with investors



“ Thanks to eHealth HUB we made contacts with investors who are currently very interested in IOMED as a potential investment opportunity. We are always very attentive to the activities organized by eHealth HUB. We try to attend, either as active participants or merely as listeners. ”



IOMED



Javier de Oca, CEO



<https://iomed.es/en/>



Spain

My challenges

- Looking for potential investors to be invited to the investment round we had open at that time.
- Learn about how investment works, how we should approach investors and which are the key elements for success

eHealth HUB support

Investment Readiness (EC2VC) [May 2018]. “When we were preparing the Health 2.0 congress, we realized about the EC2VC opportunity. The objective was to add investors to the round we had open at that time. Thanks to eHealth HUB we made contacts with investors who are currently very interested and have analysed IOMED as a potential investment opportunity.

After participating in EC2VC the main thing was to keep active the communication channels that we had opened in the forum with the most interesting investors. Therefore, there was a work to cultivate the relationship, continue talking with them, keep them aware of our changes, our growth and milestones met. There was no time to include them in the opened investment round, but once we start with a new round, we will take advantage of the relationship we already have with them.”

The company

IOMED aim is putting into value the clinical information that hospital centres generate on a day-to-day basis. We are dedicated to reusing clinical information to boost clinical research in such hospitals. We develop our own solution that uses natural language processing to ensure that all the information that hospitals gather on a day-to-day basis is truly processable and treatable.



eHealth HUB *Stories*

Learning points ●

“When you talk to an investor, the key is preparation. I would advice all entrepreneurs: do not even think about talking to an investor before having thoroughly reviewed everything you want to show them. All the details of your business model, your team, your company, business plan, etc. You should have reviewed everything with a consultant or someone you trust in your environment.”

Javier de Oca, CEO IOMED

eHealth HUB services



Investment Readiness

A training program designed to prepare European early stage startups and SMEs within the eHealth sector to approach and collaborate with investors.



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www.ehealth-hub.eu



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