

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



27

STARTUPS
ACCELERATED



7%

ACCEPTANCE
RATE



48%

OF STARTUPS ARE
FEMALE-LED



65

STARTUP-CHAMPION
PARTNERSHIPS



88

STARTUP NPS



87%

OF PARTNERSHIPS
EXTENDED BEYOND
PROGRAM



It was a pleasure meeting and working alongside the 2020 class of MCHT companies. We value the unique and impactful opportunity to engage with startups across the globe who are eager and committed to addressing epidemic issues in the health tech space. We're not only proud and excited about the work that we've done alongside these startups, but we're also equally excited to engage with the next class of disruptive innovators in this space.

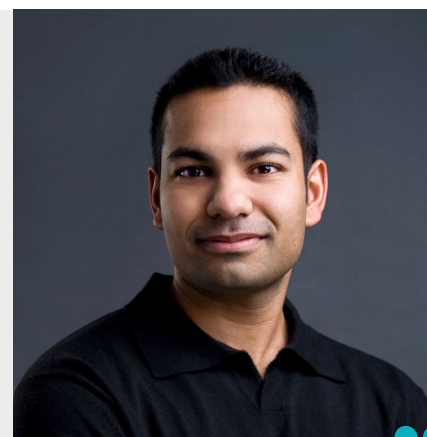
Jacqueline M. Baker
Vice President of
Startup Programming
AARP Innovation Labs



SUCCESS STORY: Tembo.Health & AARP

Partnering with AARP through the MassChallenge program surpassed our expectations. As the main focus of our project with AARP, we researched the needs of our users and refined our service offerings, which led to two projects that are extending beyond the MassChallenge program. Even more amazing – and unexpected – we're now a part of the AARP startup portfolio. We are fortunate to partner with an organization that understands our market and look forward to our continued partnership.

Anurag Gupta,
Co-Founder and CEO
Tembo Health



MASSCHALLENGE HEALTHTECH 2020 CHAMPIONS & PARTNERS



2020 PRIZE WINNERS

Diamond Winner
presented by Vertex

Walk with Path

Platinum Winner
presented by
WeHealth Digital Medicine

Moving Analytics

Gold Winner
presented by JP Morgan
MedFlyt



MassChallenge HealthTech helped us accelerate our company, through various ways, from job creation to forging great relationships with partners. These partnerships helped us learn more about working with payors, consumer messages and better understand hospital needs. The strong internal champion and mentor relationships we've formed have been a huge advantage for us, and we are so grateful!

Richard Hanbury
Co-Founder and CEO
Sana Health (MCHT 2020)

PROGRAM RESULTS

REVENUE

\$7.9M cumulative revenue increase during program across the 2020 cohort

\$25.7M cumulative revenue across the 2020 cohort

FUNDING

\$27.7M cumulative funding increase during program across the 2020 cohort

\$81.8M cumulative funding across the 2020 cohort

PILOTS

18 pilots enabled during the program

29 pilots will be enabled by the end of 2020

GOALS

72% of program goals were achieved by the end of 2020

TOP 5 CHALLENGES SUBMITTED BY CHAMPIONS:

1. Behavioral Health
2. Health and Wellness
3. Patient or Member Experience
4. Administrative Burden
5. Patient Access

MCHT COVID-19 Response

Throughout 2020, we have faced one of the greatest challenges yet: COVID-19. Together with Champions like MITRE and Microsoft as well as alumni like Buoy Health, we supported the launch of the COVID-19 Healthcare Coalition, which now has over 800 member organizations. Since its inception, the coalition launched initiatives to collect plasma, deliver millions of PPE to the frontlines, work to advance telehealth beyond the pandemic, and bring innovation to the fight against COVID-19.

In addition, MassChallenge HealthTech startups, alumni, and partners have been working around the clock designing cutting-edge solutions to address the pandemic, from testing and tracking the spread to providing remote care for at-risk populations, and more. As a result of the partnerships generated through MassChallenge HealthTech, we have seen our startups and partners come together to collaborate, learn from each other, and support one another to make a difference in their communities.

CONCLUSION

This year's cohort consisted of 27 enterprise-ready, digital health startups that were prepared to tackle healthcare's massive challenges through high-quality partnerships with our Champions. Our overarching goal for 2020 was to integrate internal and third-party research findings into our core program, which we accomplished. By the end of 2020, we expect that 72% of program goals will be achieved as well as ~30 enabled pilots. This shows that our startups, despite the uncertainties presented by COVID-19, have been matched successfully to engage our Champions and will continue to foster working relationships that will continue beyond the program.

For the 2021 program, we plan to further improve our support of startups and become more evidence-based by 2025. We also look to lay the foundation for a diverse, equitable, and inclusive environment within our program. Even in unprecedented times, we are confident that we will continue to establish meaningful partnerships, support entrepreneurs, drive successful patient outcomes, and solve massive healthcare challenges.

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