Achieving
Better Health

Visit Wethouder Victor Everhardt 5 March 2020

Program

- Welcome & Introduction
- Entrepreneurship in health:
  - Amsterdam health & technology institute
  - Startupbootcamp
  - HealthInc: Healthtech accelerator
  - Consortium driven innovation: DHoTS
- Visit our neighbors:
  - NLC
  - Carepay
  - Sanofi

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ahti

Introduction ahti

Health Challenges
Innovation
Entrepreneurship

Background of our group

PHARMACCESSGROUP

PharmAccess FOUNDATION · Health Insurance Fund · MEDICAL CREDIT FUND · SafeCare BASIC HEALTHCARE STANDARDS · aighd

ahti · JOEP LANGE INSTITUTE

Origins in Academic Medical Center, University of Amsterdam

- **1995** Mother - child transmissions studies in Africa
- **2001** PharmAccess foundation: treatment in Africa
- **2002** HIV treatment programs: Heineken, Shell, Celtel, Diageo, Unilever, Coca-Cola
- **2005** HIV/AIDS program for armed forces in Tanzania
- **2006** Health Insurance Fund: raised EUR 100 m public funds
- **2007** Research: Amsterdam Institute for Global Health & Development
- **2008** IFHA: largest private equity health fund in Africa
- **2009** Medical Credit Fund: loans for doctors and pharmacies in Africa
- **2011** SafeCare: first accredited quality standards for Africa
- **2013** Mobile health: partnership with Vodafone, M-Pesa and Safaricom
- **2014** Untimely death of Joep Lange and Jacqueline van Tongeren
- **2015** Amsterdam Health & Technology Institute (ahti) started
  - Second IFHA fund closed
  - CarePay / M-Tiba launch
  - Launch facility for debt fund
  - BCG Evaluation
- **2016** Joep Lange Institute including Joep Lange Chair & Fellows program

Amsterdam health and technology institute

- Not for profit, kick-started in 2014 by the city of Amsterdam
- Creating change and achieve impact by connecting public and private partners
- Focus on Entrepreneurship and data driven innovation
- CBS microdata certified organization

Our Partners

Public private

Gemeente Amsterdam

Europese Unie
Europees Fonds voor Regionale Ontwikkeling

JOEP LANGE INSTITUTE

Ministerie van Economische Zaken

aighd

ZO!City
Transforming Amsterdam Southeast

olvg

ROH

Cardiologie Centra Nederland
Onze zorg klopt!

PharmAccess FOUNDATION

AMS
AMSTERDAM INSTITUTE FOR ADVANCED METROPOLITAN SOLUTIONS

HEALTH [e] FOUNDATION

GGD Amsterdam

Corporate

OMRON

startupbootcamp

Ahold

PHILIPS

BCG
The Boston Consulting Group

achmea

Zilveren Kruis

NLC
THE HEALTHTECH INCUBATOR

DutchRE
INVESTMENT MANAGEMENT

castor

Scinvivo

next corporate finance

I use apps everywhereIM

CARANSA GROEP
SINDS 1950

CAELUS HEALTH

complement pharma

Research & academic

VU UNIVERSITY AMSTERDAM

Amsterdam UMC
Universitair Medische Centra

CWI
Centrum Wiskunde & Informatica

Chongqing Medical University

INNOVATION EXCHANGE AMSTERDAM IXA

Amsterdam University of Applied Sciences

昆山杜克大学
DUKE KUNSHAN UNIVERSITY

Centraal Bureau voor de Statistiek

mbo van amsterdam
podium voor talent

AMSTERDAM VENTURE STUDIOS

Amsterdam Center for Entrepreneurship
ACE VENTURE LAB

Duke UNIVERSITY

UNIVERSITY OF TWENTE.

UNIVERSITEIT VAN AMSTERDAM

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Introduction ahti

Health Challenges

Entrepreneurship

Innovation

Healthcare is in need of transformation

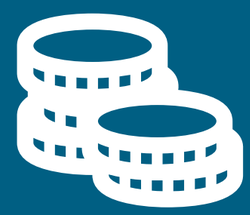
Global: € 8.7T

NL: € 97.5B

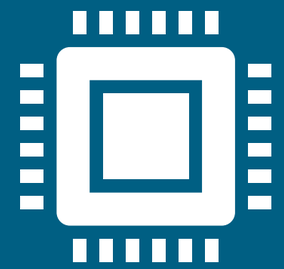
13,3%
(2017)

10,37%
(2000)

€1.06B
(2010) → €12.9B
(2018)



+152% p/y



Largest global sector

Dutch costs as % GDP are rising

Investments in health tech are rising rapidly

Scale-up of innovation is challenging

Ageing population=> Increasing Healthcare burden

Healthcare is not exclusively the domain of professionals anymore

- The Professional has to work in (and together with) a network of clients, informal caregivers and volunteers

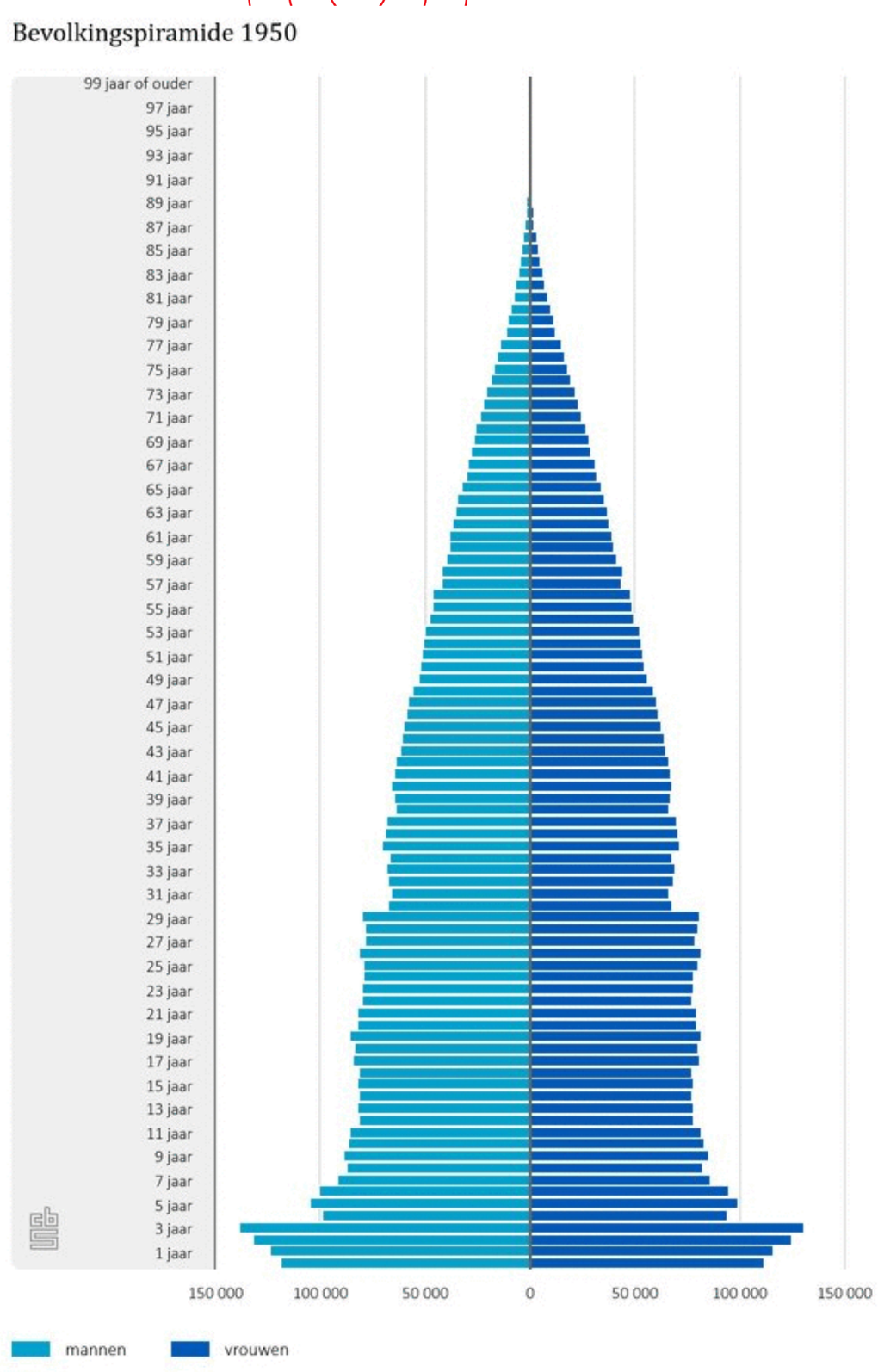
Focus on the self-reliance of the patient

- However the professional is responsible for the results

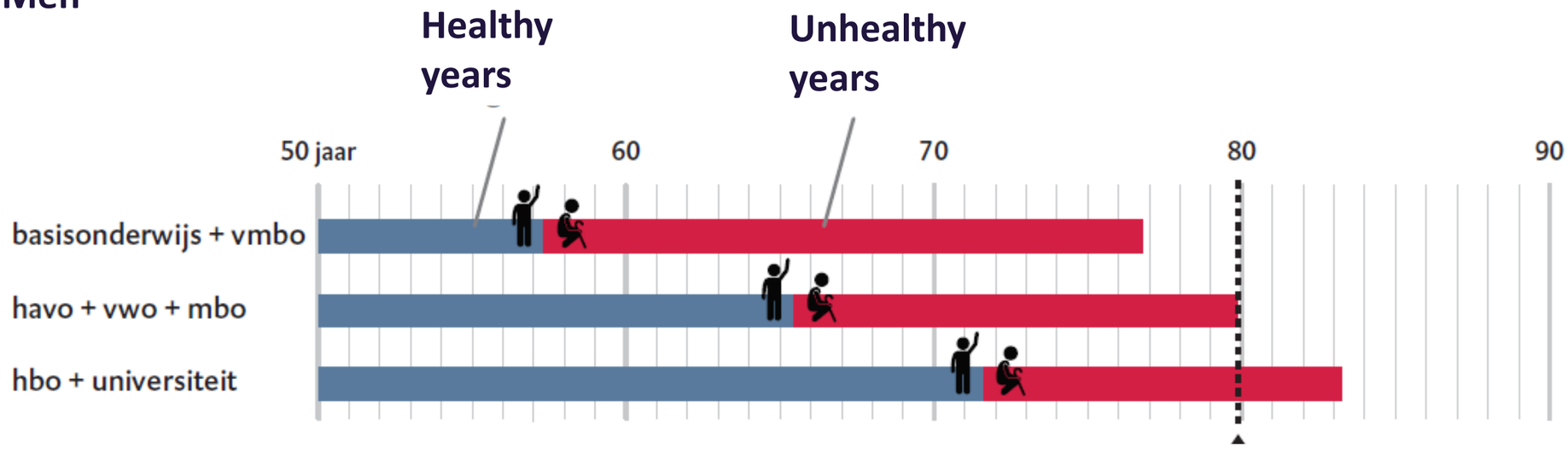
New competencies and skills are needed

- Technology plays a bigger role

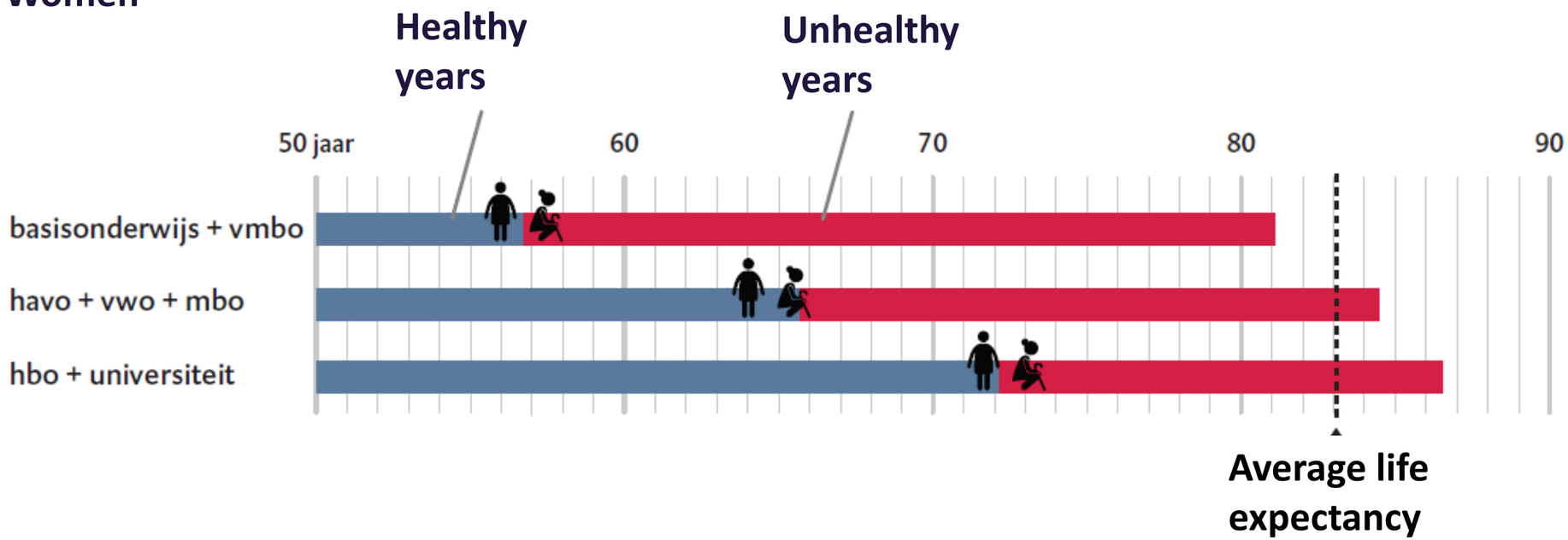
Patients/clients find themselves in a new system



Men



Women



Socio-economic health differences are wide and growing

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Entrepreneurship

Innovation services

Amsterdam Life Sciences District

Data & actionable insights

Amsterdam health & technology center

Program management

HealthInc

Innovation guide

ahti

Introduction ahti
Health Challenges
Entrepreneurship
Innovation

30.000m²
Office space

25% startup
50% SME
25% Corporate

1.000+
Professionals

€ 50M
Invested

Amsterdam
health &
technology
center

European Union
European Regional
Development Fund

Amsterdam Life Sciences District

European Union
European Regional Development Fund

25+ LSH companies

15+ New Startups p/y

15.000 Professionals

4900 Medical students

410 PhD's Per year

SCOUTING
IN NUMBERS

Class of 2020

3.800 startups analyzed

1.300 relevant startups

150 startups met

97 TOP startups

HealthInc

empowering entrepreneurs in health

HEALTHINC SCALE-UP ACCELERATOR

a 12-week HealthTech accelerator program that connects you to a network of health and business professionals.

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Introduction ahti
Health Challenges
Entrepreneurship
Innovation

City health dashboard

Context

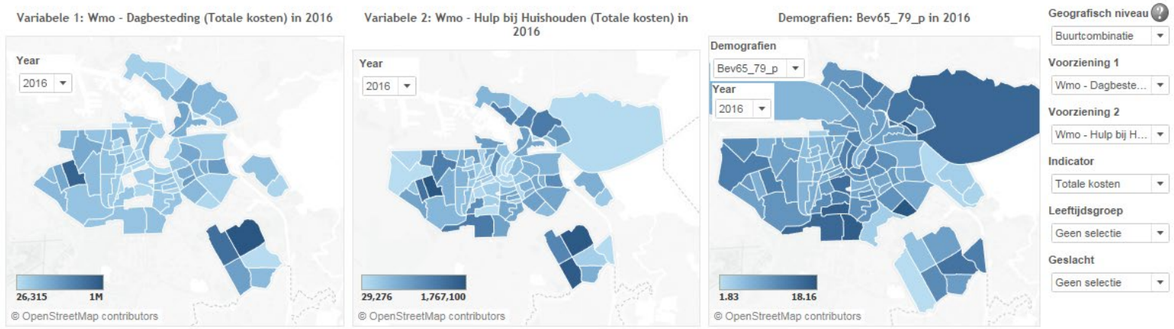
- Monitor the use and request of WMO services and products in the city

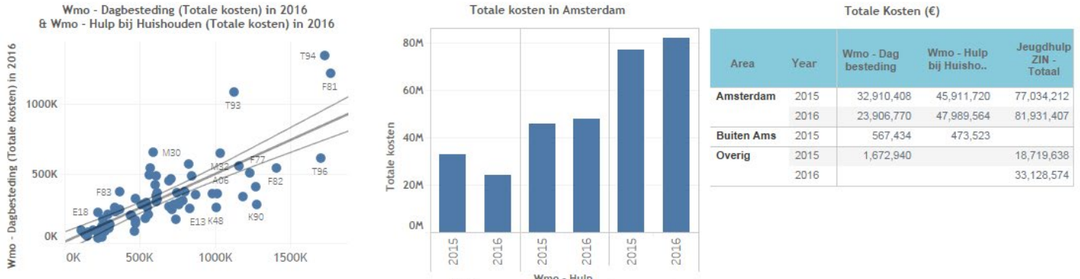
Ahti

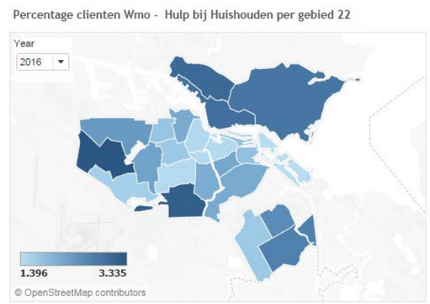
- Visualization of WMO data in dashboard
- Provide the city with overview of services and respective costs

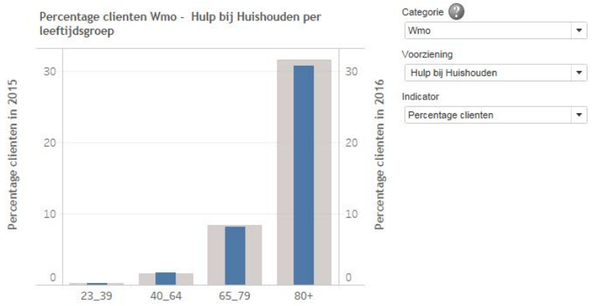
Gemeente Amsterdam

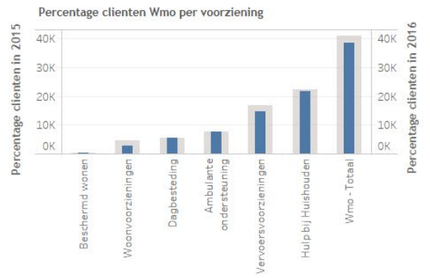
ahti

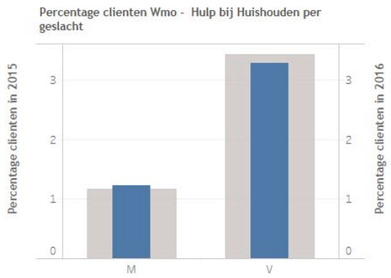






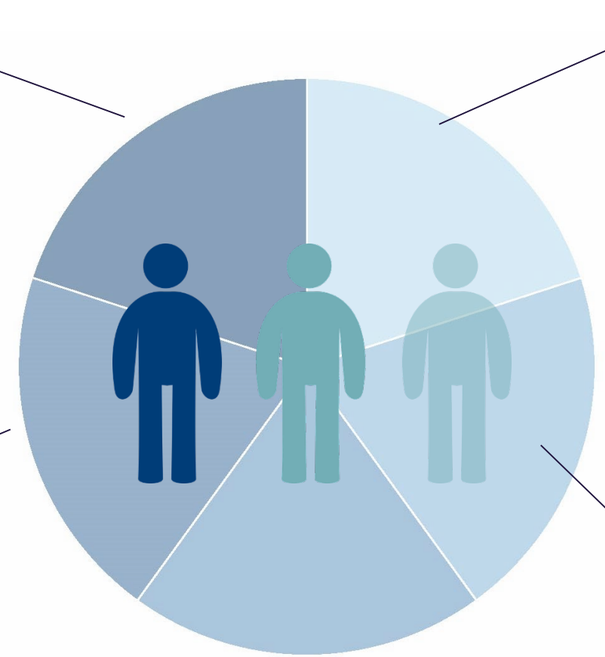






Micro data from CBS as a basis for insights, policy support and interventions

Demographics
- Age
- Sex
- Origin
- Education
- Habitat
- Marital Status
- Household composition



Care
- Costs within ZVW – differentiated
- Detailed info on use of care within MSZ, pharmacie and mental health care(until 2016)
- Indications within long-term care
- Real costs within long-term care

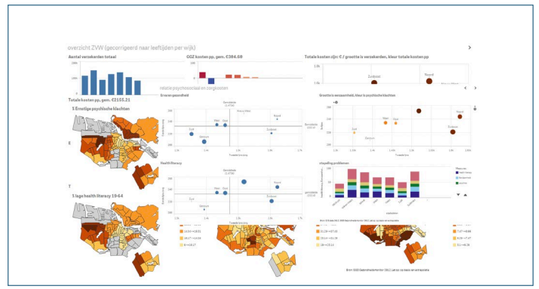
Financial Situation
- Income
- Source of income
- Allowance– differentiated
- Capital

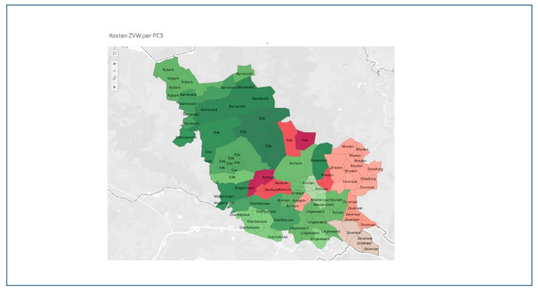
Social Services
- Costs of youth support- differentiated
- Estimate of costs youth support
- Use of Municipal Social Services- differentiated
- Estimate costs Municipal Social Services

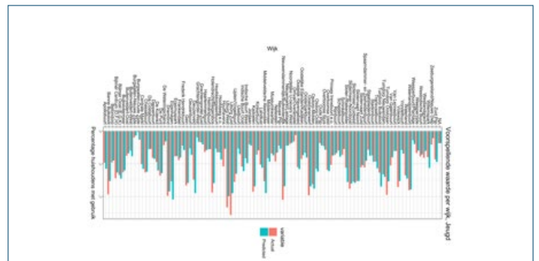
Health (by questionnaire)
- Life style monitor
- Health enquête

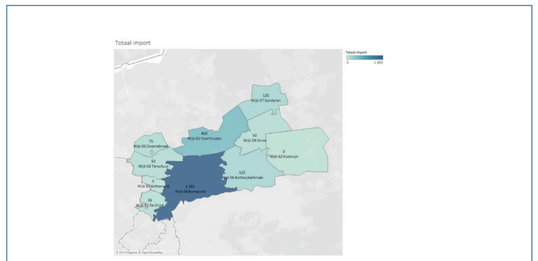
Use of (micro) data in different healthcare related projects

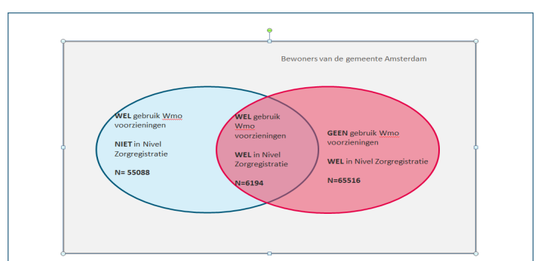
- Amsterdam City Health dashboard
- H-TEAM (HIV Transmission Elimination AMsterdam)
- Dolce Vita
- DHoTS

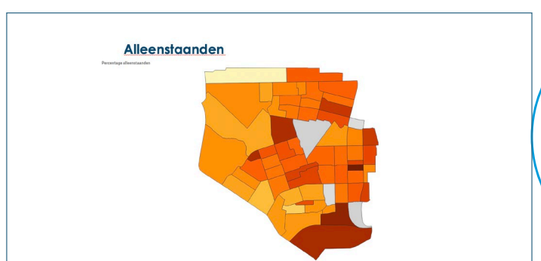


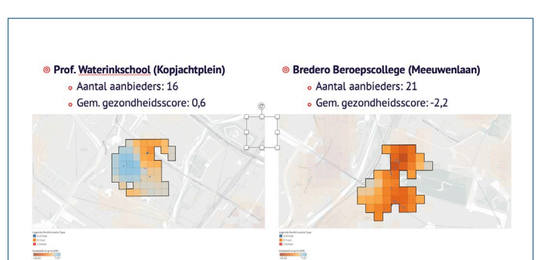


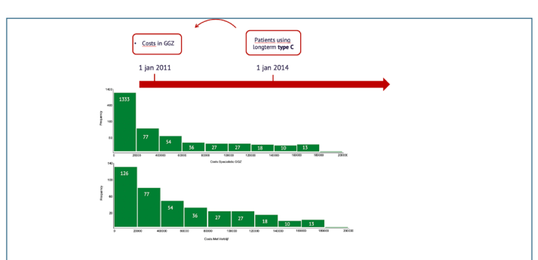






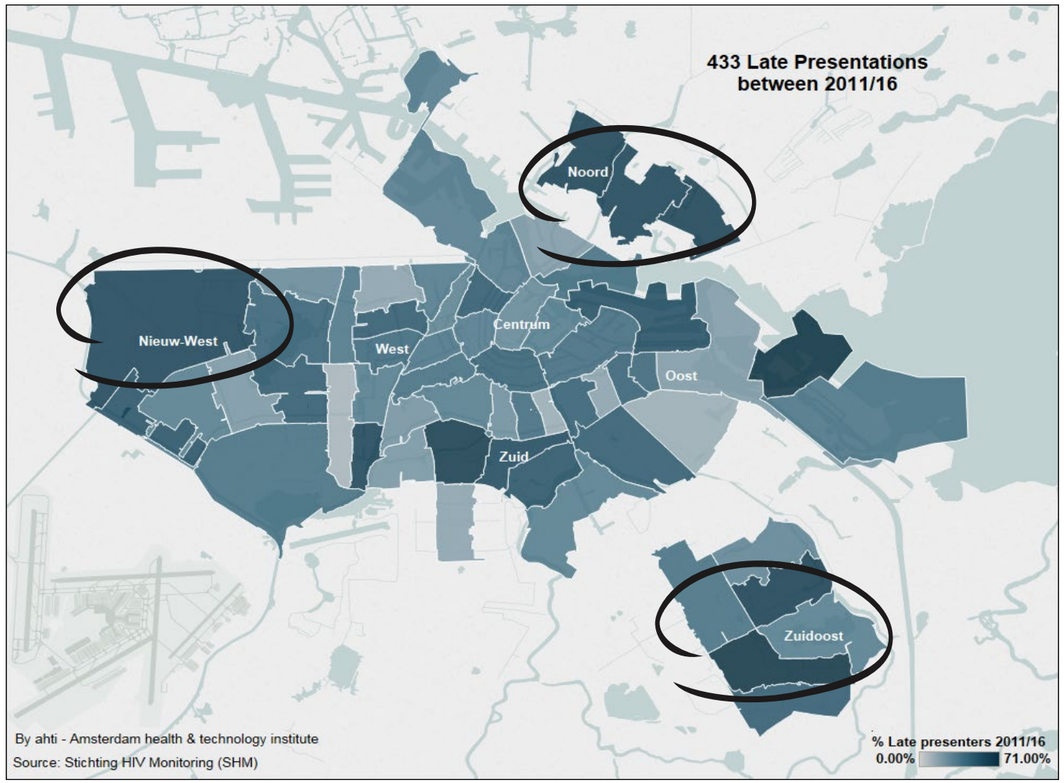


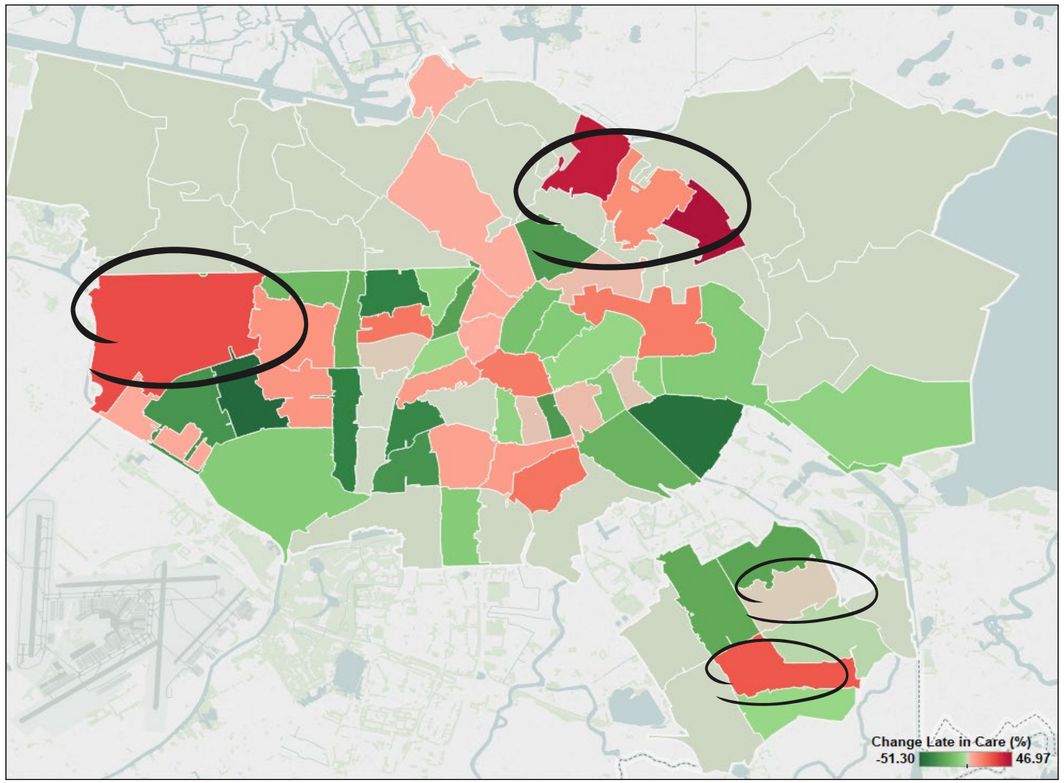




Example: identification of populations-at-risk of HIV (I)

Population policy to population interventions



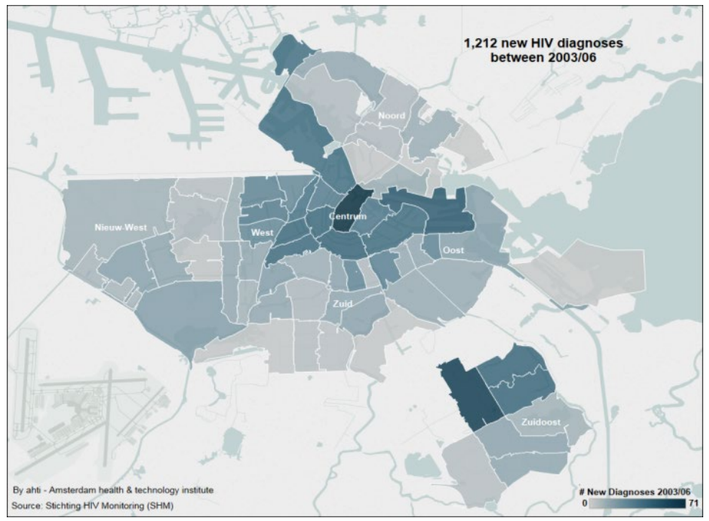


* Late presentation: CD4 cell count <350

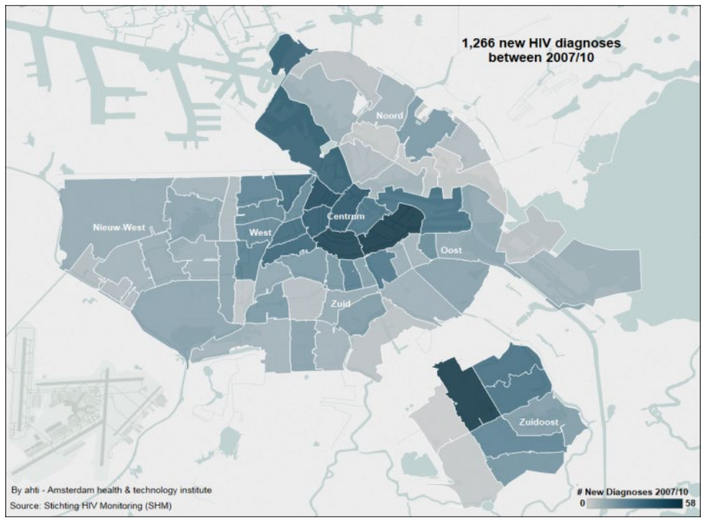
Example: identification of populations-at-risk of HIV (II)

Population policy to population interventions

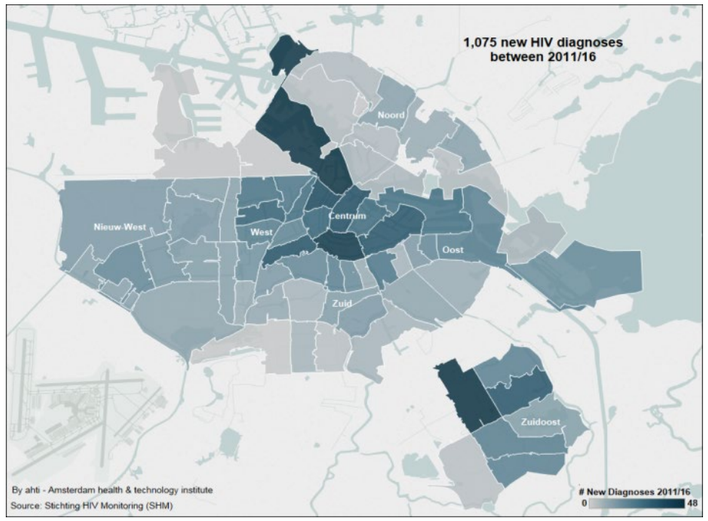
2003/06



2007/10



2011/16



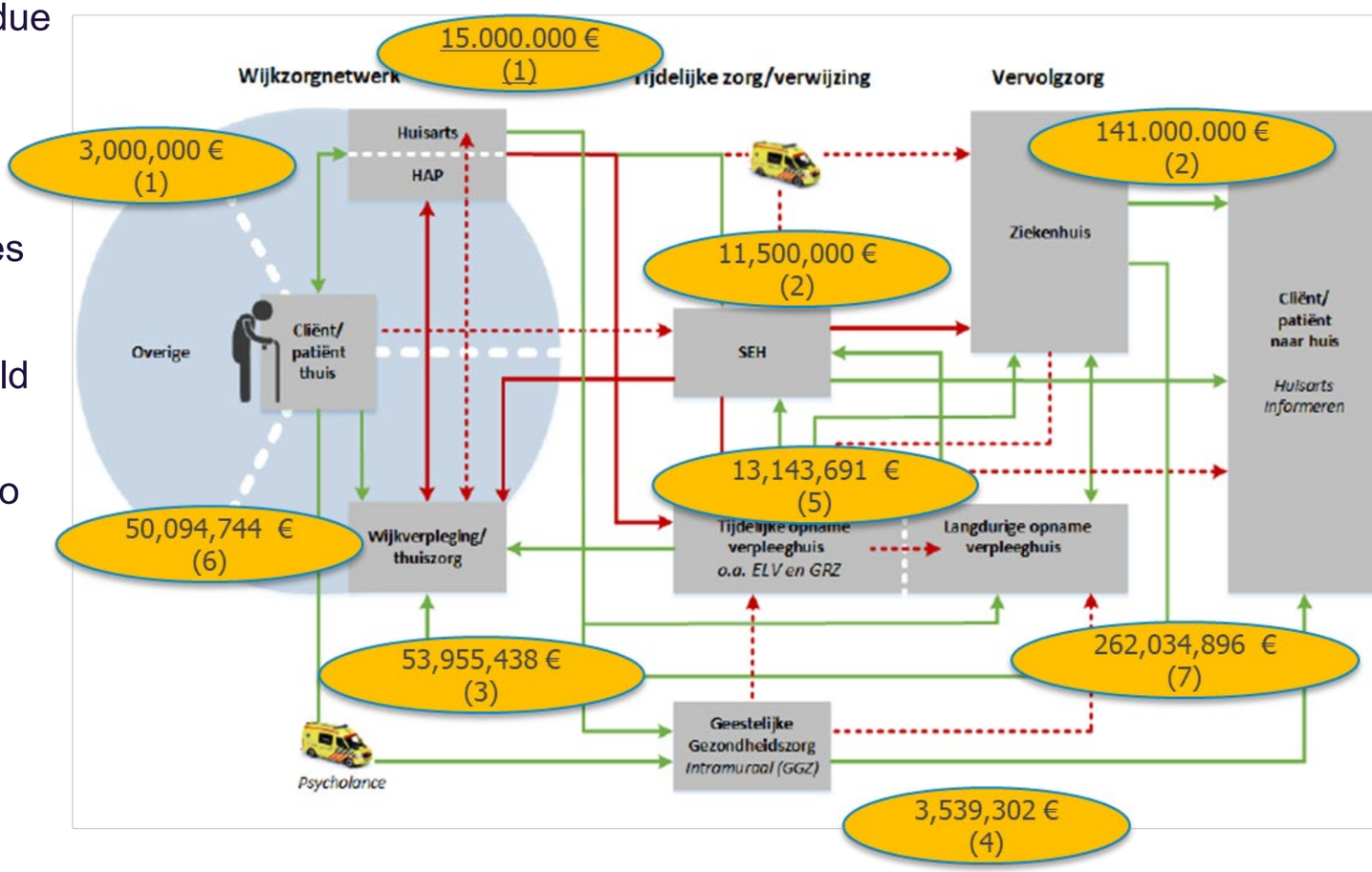
Dolce Vita

Context

- Mismatch in system of acute geriatric care, due to several bottlenecks
- Transition between care providers
- Lack of insight in demand and supply;
- Lack of system-level coordination possibilities

Ahti

- Build an innovative data model, based on real-world data:
  - Providing better insight and transparancy into system's dynamics and efficiencies;
  - Generating what-if scenario's to predic and anticipate to changes in the system;
  - Supporting improved joint-decision making



Bron: SIGRA 2017 +Vektis 2015, Kosten 75+-ers in Amsterdam

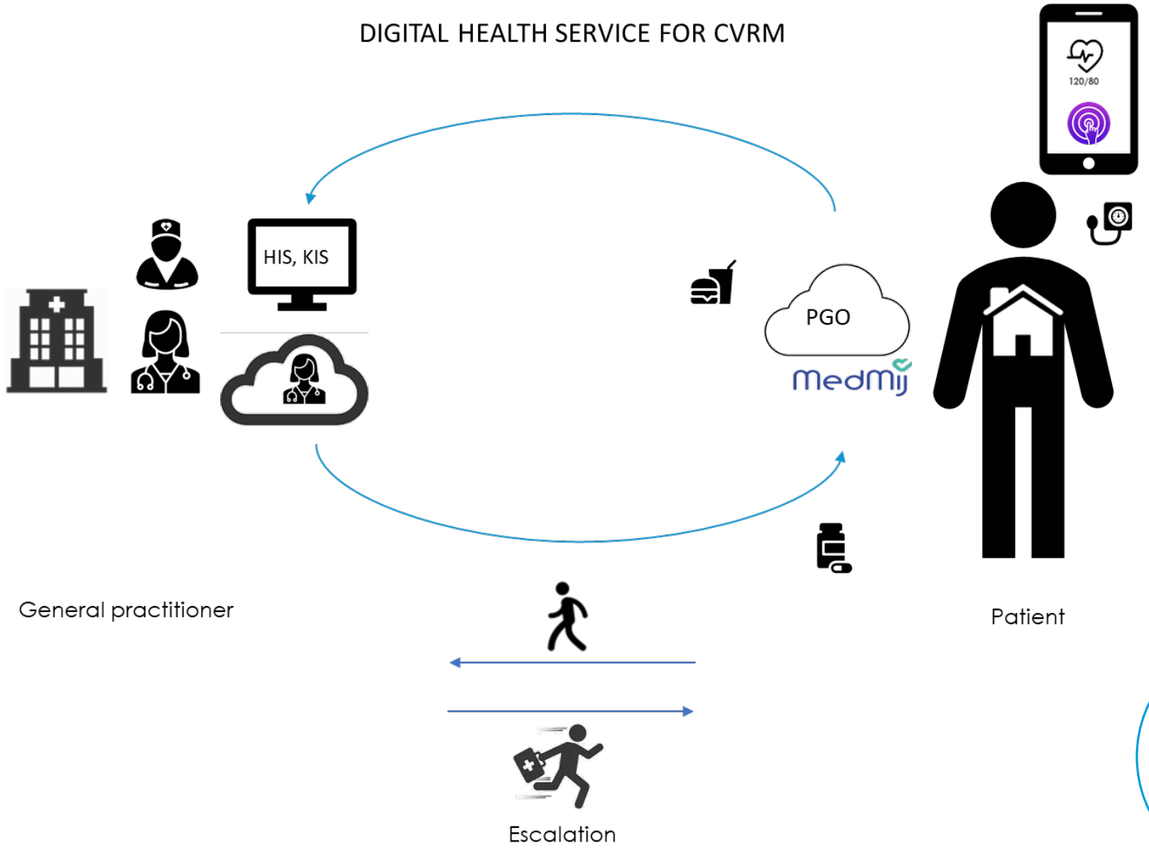
DHoTS: Digital Health from Technology to Services

Context:

- Hypertension (high blood pressure) is the biggest risk factor for development of CVDs.
- The general practitioner is the first care taker and contact person for hypertension in the CVRM care chain in the Netherlands.

Project:

- We integrate a self-management tool for hypertension patients into the care practice and digital environment of the general practitioner
- To ensure embedding of this service in the overall care process, we will additionally realize a Digital Health Platform that incorporates the operational-financial and technical sides of the digital CVRM care service and supports its future expansion to other care domains



Questions?

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Startupbootcamp

INNOLEAPS | Startupbootcamp | THE TALENT INSTITUTE

WE EMPOWER INNOVATORS

Innoleaps.com | startupbootcamp.org | thetalentinstitute.nl

Visit Wethouder Victor Everhardt 5 March 2020

Creating Innovation Ecosystems

INNOLEAPS

Startupbootcamp

the > talent > institute >

Startupbootcamp

BY THE NUMBERS

3rd Largest Global Accelerator

78% Of alumni still active

Launched in **2010**

Average funding **€1.17M**

30% Female Founders

831 Startups

86 Cohorts

64% Graduated Funded

3510 Jobs Created

Each year:

100K Startups Analyzed

20K startup and scale-up program applications

395 Scouting events worldwide

Amsterdam

Barcelona

Berlin

Mexico City

Melbourne

Mumbai

Chengdu

San Francisco

Building ecosystems in cities all over the world

Istanbul

London

Singapore

Miami

New York

Rome

Cape Town

Dubai

Partners Span the Globe

HealthInc

empowering entrepreneurs in health

Startupbootcamp

ahti

PARTNERS

Startupbootcamp

ahti

Gemeente Amsterdam

Sanquin

FERRING PHARMACEUTICALS

UNIT4

MentorBase
Empowered by Startupbootcamp

INNOVATION EXCHANGE AMSTERDAM IXA

cordaan

Facet 5

Amsterdam UMC
University Medical Centers

INNOLEAPS

Ministerie van Volksgezondheid, Welzijn en Sport

Schut Van de Ven Notarissen

the > talent > institute >

FIRM 24

CLASS OF 2020

APEXQUBIT

akila

ONCOCHAIN

MEDICPAD

AIDA

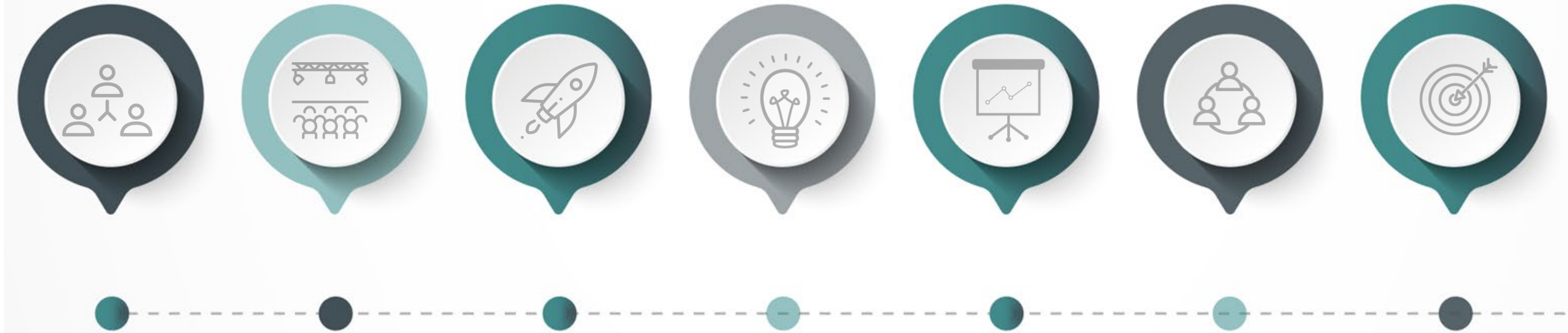
Luma Womb

PURPLE GAZE

miicare

easylabs

Timeline Startups HealthInc 2020



Scouting

Selection Days

Program Kick-off

Investors Sneak Preview

Client & Partners Sneak Preview

Meet the VC

Demo Day
22 April 2020