Interest Webinar: IiH Innovator Network Application 2020 Cohort
Nov 18, 2019
What continent are you calling in from?

• North or South America
• Australia
• Africa
• Asia
• Europe
Webinar Goals

✔ Get to know the Innovations in Healthcare Network

✔ Learn about the resources, support and activities available to you via our Network

✔ Understand the 2020 Innovator application process and application questions

✔ Provide an opportunity for you to ask questions and offer feedback
Poll for the audience

How did you learn about today’s webinar?

✓ Social Media (Twitter, Facebook, LinkedIn, Other)
✓ Email outreach from IiH member
✓ Referred by partners / funder
✓ Referred by current IiH Innovator
✓ Other
Our Vision is to scale healthcare innovations worldwide.

Our Mission is to source, strengthen, study and scale promising innovations, and thereby increase access to quality, affordable healthcare worldwide.

We have curated a network of 92 innovators operating in over 90 different countries.


We have impacted 18.8 million lives through innovations.
Supporters

- Duke Health
- McKinsey & Company
- World Economic Forum
- BD
- Medtronic
- The Health Foundation
- Bupa
- Novartis
- GSK
- Pfizer
- The Pfizer Foundation
- Philipps
- Sanofi Aventis
- Cardinal Health
- The Commonwealth Fund
- Robert Wood Johnson Foundation
Sourcing Leading Innovators

Our network innovators are working in all parts of the healthcare delivery system – from workforce training to care delivery, products and technologies and systems support.

serving over

38+ million
people

92
in
more
than
90
leading healthcare innovators

90
countries

INNOVATOR OFFERINGS

- Care delivery
- Product or technology
- System Support (supply chain, infrastructure, logistics)
- Financing (Payments and Insurance)
- Health Workforce Training
Key Activities

Source

Increase awareness of promising new strategies to address health challenges by curating a network of innovative solutions developed by organizations around the world.

Study

Facilitates the development and dissemination of focused insights and new evidence about innovations and strategies for scaling.

Strengthen

Increase the capacities of these organizations by providing key resources and connections.

Scale

Increase the scale of impact of innovative models and offerings by facilitating their adaptation into new contexts.
Strengthening Organizations

We offer programming to support the development and growth of innovative healthcare organizations

INNOVATORS BENEFIT FROM:

BUSINESS SUPPORT
We offer materials, tools, and workshops designed to address critical business needs. We also coordinate staffing support from student interns and corporate partners.

NETWORKING & LEARNING
We connect entrepreneurs to one another and to potential strategic partners via working groups, networking events, and targeted connections.

ACCESS TO FINANCING
We help innovators refine their business models and financing needs and connect them to funders and investors.
Studying Innovation

We create and disseminate knowledge, through white papers, case studies, and other resources, that offer actionable insights to effectively scale healthcare innovation globally.
Accelerating Growth and Impact

- **90%** of network innovators have grown their businesses since joining the Innovations in Healthcare.
- **70%** of innovators are expanding their growth in service offerings, increasing their number of clients, and increasing their number of clinics/locations by 70%.
- **40%** of Innovations in Healthcare innovators replicated in a new region or country.
- **80%** The Innovations in Healthcare network is currently comprised of 92 healthcare innovators operating 90+ countries.
Innovations in Healthcare aims to improve healthcare worldwide leveraging our ability to:

- Source, Strengthen, Study, & Scale Global Healthcare Innovations
- Create and Deliver Capacity Building Training Resources
- Design, Implement, and Evaluate Global Health Programs
- Convene Ecosystem Leaders to develop breakthrough solutions
- Generate Local, National, and Regional Market Insights
- Develop Evaluation Tools that Measure Population Health Impact
Innovations in Healthcare Strategic Partners

**Duke Global Health Institute**

The Duke Global Health Institute works to reduce health disparities worldwide through research, education, and service. Formed in 2006 as part of Duke University’s commitment to spark innovation in global health research and education, the institute brings together knowledge and resources from across the university to address the most important global health issues of our time. DGHI currently has 215 externally funded grants providing more than $59 Million supporting initiatives across Africa, Asia, Europe, North America, and South America.

**Duke Clinical Research Institute**

As part of the Duke University School of Medicine, the Duke Clinical Research Institute is known for conducting groundbreaking multinational clinical trial, managing major national patient registries, and performing landmark outcomes research. Leading pharmaceutical companies in the world trust DCRI with some of their most important investments and the organization also supports a significant portion of federally funded projects.

**Duke Margolis Center For Health Policy**

The mission of the Duke Margolis Center for Health Policy is to improve health and the value of health care through practical, innovative, and evidence-based policy solutions. The DMC leads problem-focused, interdisciplinary health policy research, translates research and evidence into implementable policy guidance, and evaluates health policy solutions locally, nationally, and globally.
Our Network of Global Health Innovators are developing breakthrough solutions to key health issues

**TELE-MONITORING**
- Provides patients with portable technology kits that enable collection of biometric data used to predict and avoid negative outcomes leveraging tele-monitoring and predictive analytics
- Featured at the 2018 Viva Tech Conference
- **Location(s):** Chile, USA

**CLINICAL INNOVATION**
- Offers point-of-care technologies to enable community-based health workers (CHWs) to provide doorstep healthcare monitoring and diagnostic support. CHWs can then provide personalized, specific and professional care to rural residents, including primary care support, maternal and child health services, nutrition interventions, and telemedicine.
- In 2018, MIT Solve budges named their technology one of the top 60 innovations in the world.
- **Location(s):** India

**CONNECTED DEVICES**
- Provides IoT of diagnostic devices that enables rapid response to outbreaks and visibility into performance, inventory management, user training and more. To date, SystemOne has connected over 2,2000 devices and processed over 5.3 million results.
- **Location(s): in 26 countries**

**ARTIFICIAL INTELLIGENCE**
- Brazil is plagued by significant over-use of emergency rooms, higher rates of hospitalizations for bearers of non-communicable chronic diseases, and poor maternal indicators. Because of this, TNH Health created chatbots that serve as "virtual nurse assistants" to help educate and monitor thousands of patients at once.
- **Location(s): Brazil**
Innovations in Healthcare (IiH) serves as a strategic partner to global companies, funders, and health systems

Evaluating Saving Lives at Birth | Accelerating Saving Lives at Birth

**Description:** The Saving Lives at Birth program has invested over $120M USD in 100+ early stage organizations developing promising innovations dedicated to improving maternal and new-born child health. The Duke Global Health Innovation Center is evaluating the impact of the 7-year program and partnering with IiH to help accelerate the growth of 40+ high-potential innovators from the portfolio.

**Partners:** USAID, NORAD, Bill & Melinda Gates Foundation, Grand Challenges Canada, DFID

Social Entrepreneurship Accelerator at Duke

**Description:** SEAD was a 5-yr accelerator program that mobilized a community of practitioners, investors, policymakers, faculty, staff, and students to help develop capacity of, and scale solutions for care delivery and preventive services organizations globally. GHIC in partnership with Duke’s Evidence Lab, designed evaluation tools and provided technical evaluation consults to innovators.

**Partners:** Investors’ Circle, Duke Evidence Lab, Center for the Advancement of Social Entrepreneurship

Sourcing Global Innovation for High Cost, High Need US Populations

**Description:** Supported by the Commonwealth Fund, The Duke Margolis Center For Health Policy and Duke Global Health Innovation Center partnered with 5 US Health Systems to research and identify global health innovations that can be adapted to address current challenges. Next, both organizations will work closely with senior leaders to co-design, implement, and evaluate pilot initiatives testing the solutions.

**Partners:** Duke-Margolis Center for Health Policy, Duke Global Health Innovation Center
Innovations in Healthcare (IiH) serves as a strategic partner to global companies, funders, and health systems

**Global Health Innovation Grant Program**

**Description:** IiH helped The Pfizer Foundation design and launch their Global Health Innovation Grants program which provides $100K one-year grants to entrepreneurs in an effort to scale innovations that improve healthcare delivery for underserved populations. IiH provides advisory support to grantees, monitoring and evaluation, and research synthesizing key program insights.

**Partners:** Pfizer Foundation

**Indian States Health Innovation Partnership**

**Description:** IiH is partnering with The Center For Strategic & International Studies to help strengthen India healthcare outcomes by conducting extensive research in 15+ Indian States with public and private sector healthcare leaders, examining key population needs, and identifying opportunities to expand subnational healthcare cooperation between India and the US.

**Partners:** CSIS, Hans Foundation, Duke Global Health Institute

**Regional Action Through Data (RAD)** *(Replace with Reach/RTI Project)*

**Description:** The Regional Action Through Data initiative is funded by USAID with the purpose of strengthening data-analytics capabilities at strategic health institutions in SSA and building an evidence-based foundation for decision-making by changing how and why data is collected, analyzed and used to maximize the positive impact of policies, programs and investments.

**Partners:** BroadReach, Jembi Health Systems, West African Health Organization, IGAD
Innovations in Healthcare conducts research, serves as a research partner, and provides expertise across a wide variety of healthcare domains.

Global Health Challenge and Related Publication

**Health Ecosystem Sustainability**
- **Healthcare in East Africa: Navigating the Ecosystem**
- **Healthcare Innovation in Latin America and the Caribbean: A Focus on Emerging Trends and Market Opportunities in Brazil, Colombia, and Mexico**

**Chronic Disease**
- **Innovations in Diabetes Care: Case Studies of Care Transformation through Accountable Care Reforms**

**Patient Access & Affordability**
- **Improving Care and Lowering Costs: Global Analysis of Accountable Care Reforms**
- **Global Lessons in Frugal Innovation to Improve Health Care Delivery in the United States**

**Challenging Funding System**
- **Pfizer Foundation Global Health Innovation Grants Program: How flexible funding can drive social enterprise and improved health outcomes**
Innovator Spotlight: iKure

**Product, care delivery, financing, and health workforce training | For-profit | Joined network in 2017**

**Operating Countries | India, Vietnam, USA**

**GROWTH HIGHLIGHTS**

<table>
<thead>
<tr>
<th>2017</th>
<th>2019</th>
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<tbody>
<tr>
<td>27,868 patients in their three hubs</td>
<td>49,996 patients in their five hubs (opened 2 new hubs)</td>
</tr>
<tr>
<td>EBIDTA: 2,425,036 rupees</td>
<td>EBIDTA: 3,987,703 rupees</td>
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**India**

**NETWORK ENGAGEMENT**

- Support developing a pitch deck
- Received 1:1 pitching coaching
- Reviewed grant applications

**Recent Accomplishments**

- iKure’s innovation WHIMS was selected by MIT Solve judges as one of the Top 60 innovations in the World
- WHIMS 3.0 launched in 2018 and is being used in 8 countries globally
- Expanded into Vietnam through the Medical Alliance Vietnam

**THE NEED**

Currently, India has one doctor for every 1,700 people; a ratio that is far from reaching the minimal recommendation of 1:1,000 by the WHO

**THE INNOVATION**

iKure’s mission is to provide community-based, holistic healthcare services reaching the last mile residents using technology innovation. iKure trains community health workers (CHWs) to monitor, track, and collect patient data using point-of-care devices supported by a low-cost data analysis software named Wireless Health Incident Monitoring System (WHIMS).
Innovator Spotlight: Lwala

Care delivery | Non-profit | Joined network in 2018

The Need
Lwala is tackling two major problems that plague Kenya: high rates of maternal & child mortality and inadequate and underfunded health infrastructure and workforce.

The Innovation
Lwala has a 4-tier approach for engagement. This approach provides holistic care which includes: working with communities to launch their own health initiatives, capacity build community health workers, provide care through a health facility and mine data for decision making.

Operating Country | Kenya

Growth Highlights Since Joining Network
- Reduced child mortality rate by 67%
- Increased skilled delivery rate by 97%
- 80% completion of prenatal visits
- 94% immunization coverage
- Drafting a community health bill
Innovator Spotlight: Clínicas del Azúcar

Care delivery | For-profit | Joined network in 2013

Operating Country | Mexico

THE NEED
Type 2 diabetes is the leading cause of death in Mexico. However, diabetes care in Mexico is expensive, inconvenient, and inaccessible to 90% of the population.

THE INNOVATION
A one-stop, fixed-cost shop providing easy access to an array of services for patients with diabetes. Patients receive care at successive diabetes “stations,” where the provider deploys evidence-based care algorithms that assess the patient’s readiness to change and disease experience, modifying the message at subsequent stations based on patient response.

GROWTH HIGHLIGHTS

<table>
<thead>
<tr>
<th>2013</th>
<th>2017</th>
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</thead>
<tbody>
<tr>
<td>1 clinic (1 state)</td>
<td>13 clinics (2 states)</td>
</tr>
<tr>
<td>800 memberships /year</td>
<td>10,000+ memberships</td>
</tr>
<tr>
<td>$4.5 mil MXN sales</td>
<td>~$70 mil MXN sales</td>
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NETWORK ENGAGEMENT
• Member of the Diabetes Working Group
• 2016 -2017 Global Health Innovation Grants recipient
• Partnerships with the Pfizer Foundation, Linked Foundation, Global Partnerships, World Economic Forum, Inter-American Development Bank, Swiss Agency for Development and Cooperation

“Innovations in Healthcare is a great partner! They are always providing constructive feedback and helping us improve our model. We are able to compare and learn from the best innovators in healthcare, gain exposure to key industry players, and learn best business practices from other regions.”

Miguel Garza, CFO, Clínicas de Azúcar
Application Process

Phase 1 – Online Application (Due November 24th)

• Organization Profile
• Main Application
  • Business Model
  • Impact
  • Financials
  • Contribution to Network

Phase 2 – Due Diligence (Mid-Dec – Mid-Jan)

• Additional, tailored questions on strategy and goals
• Phone/skype session

Offers Extended (Late January)
Evaluation Criteria

• **Targeted and Effective Solution**
  The innovation should address a critical mental health or digital health need in a specific target population that provides a significant improvement in health outcomes, cost, quality, and/or access.

• **Organizational Maturity**
  The organization should have been in operation for three or more years and have a product or service available and in use.

• **Validated Impact**
  The organization should have data to validate its innovation in the target market.

• **Scalable Business Model**
  The organization should have a clear, financially sustainable business model that supports the organization's desire for scale beyond the organization's current implementation site.

• **Financial Sustainability**
  Preference will be given to organizations that have generated annual revenue or grant/donor funding that has met or exceeded its operating costs for the past two years.

Portfolio balance and compatibility with network also considered
Questions?
Innovations in Healthcare (IiH) is well positioned to help address key strategic priorities

**Areas of Interest**
1. Optimized Health Outcomes
2. Technological Innovation
3. Advanced Quality of Care
4. Reducing Health Care & Societal Costs
5. Impacting The Patient Care Pathway

**Research Focus**
1. Influencing Patient Behavior
2. Improving Health Outcomes
3. Health Technology Innovation

**Goals**
1. Balance Quality, Cost, and Outcomes of Healthcare Delivery
2. Identify New Approaches to Patient Care that combine therapeutics, services, technology, and analytics

**Partnership Criteria**
1. Address Clinical/Scientific Gap
2. Mutual Benefit
3. Mutual Contribution
4. Joint Decision Makers

**IiH Can Help:**
1) **Source** dynamic healthcare technology and delivery models worldwide that are improving health outcomes, reducing costs, and increasing access in key therapeutic areas
2) **Share** market, technology, and business insights about how promising models of care can be adapted and translated for Amgen regions and populations of interest
3) **Identify** customers, partners, and acquisition prospects in alignment with Amgen strategic priorities
4) **Evaluate** population health impact of program interventions and pilots
5) **Research** integrated solutions to complex health challenges including patient behaviour, NCD reduction and treatment, financing, and capacity building
6) **Manage** programs and key initiatives