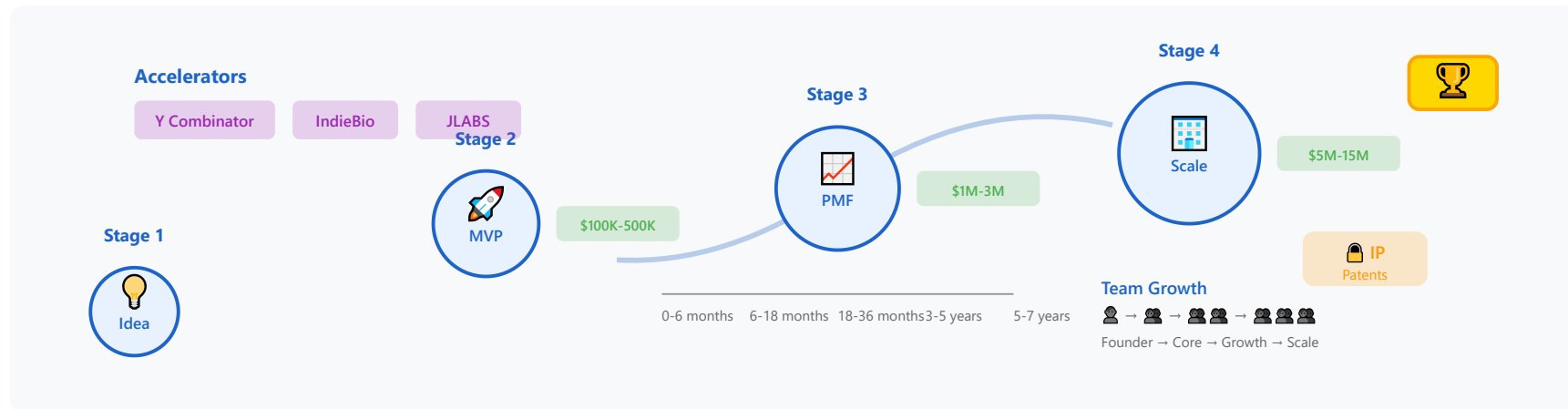


Health Tech Entrepreneurship Journey



Startup Ecosystem

- Accelerators (YC, IndieBio, JLABS)
- Incubators (MassChallenge, Techstars)
- University innovation labs
- Health tech communities

Funding Stages


- Pre-seed: \$100K-\$500K (Friends & Family)
- Seed: \$500K-\$3M (Angel, Early VC)
- Series A/B/C: \$5M-\$100M+ (VCs)
- Strategic partnerships & grants

Team Building

- Co-founder selection (complementary skills)
- Key early hires (CTO, clinical lead)
- Advisory board formation
- Culture & vision alignment

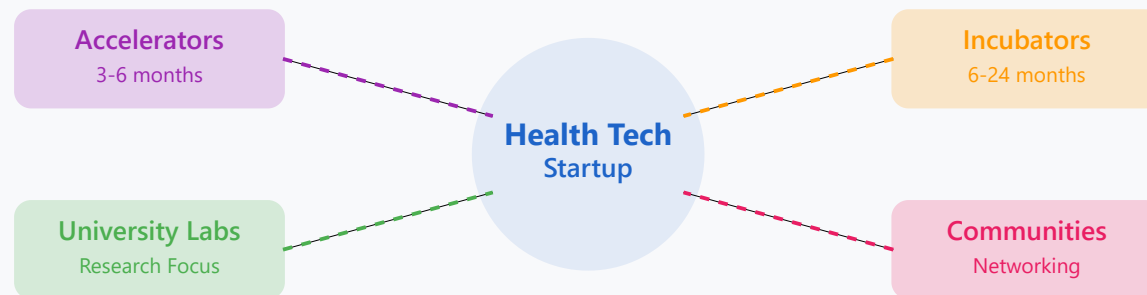
IP & Regulatory

- Patent strategy & filing
- Trade secrets management
- FDA pathway planning
- Freedom to operate analysis

 **Exit Strategies:** Acquisition (\$10M-\$500M+) • IPO • Strategic partnership • Sustainable growth (bootstrapped)



Startup Ecosystem - Deep Dive



Key Accelerators & Their Focus

♥ Y Combinator (YC)

Focus: General technology startups with strong digital health presence

Investment: \$500K for 7% equity

Program: 3-month intensive mentorship + Demo Day

Notable Health Alumni: Ginkgo Bioworks, Notable Health, Zipline

Best For: Software-first digital health solutions, AI diagnostics

🧬 IndieBio

Focus: Biotechnology and life sciences startups

Investment: \$250K for 3-7% equity

Program: 4-month program with lab space and equipment

Notable Alumni: Memphis Meats, Geltor, NotCo

Best For: Biotech innovations, synthetic biology, novel therapeutics



JLABS (Johnson & Johnson)

Focus: Pharmaceutical, medical device, consumer health

Investment: No equity taken (space rental model)

Program: Up to 12 months with lab infrastructure

Benefits: Access to J&J network, mentorship, potential partnerships

Best For: Hardware medical devices, diagnostic tools, pharma tech

300+

Health Tech Accelerators Worldwide

\$2.1B

Invested by Accelerators (2024)

67%

Success Rate Post-Acceleration

Funding Stages - Complete Breakdown



Detailed Funding Stage Analysis

Stage	Amount	Equity Given	Key Milestones	Investor Type
Pre-seed	\$100K-\$500K	5-15%	Prototype, initial validation	Friends, Family, Angels
Seed	\$500K-\$3M	10-25%	MVP, early traction, team	Angel Investors, Seed VCs
Series A	\$5M-\$15M	15-30%	PMF, repeatable model	VCs, Strategic Investors
Series B	\$15M-\$50M	10-20%	Scaling operations, expansion	Growth VCs, Corporate VCs
Series C+	\$50M-\$200M+	5-15%	Market dominance, IPO prep	Late-stage VCs, PE Firms

Real Example: Tempus (Genomic Testing)


2015 - Seed: \$10M (New Enterprise Associates)

2017 - Series B: \$70M (Revolution Ventures, NEA)

2019 - Series F: \$200M (Franklin Templeton)

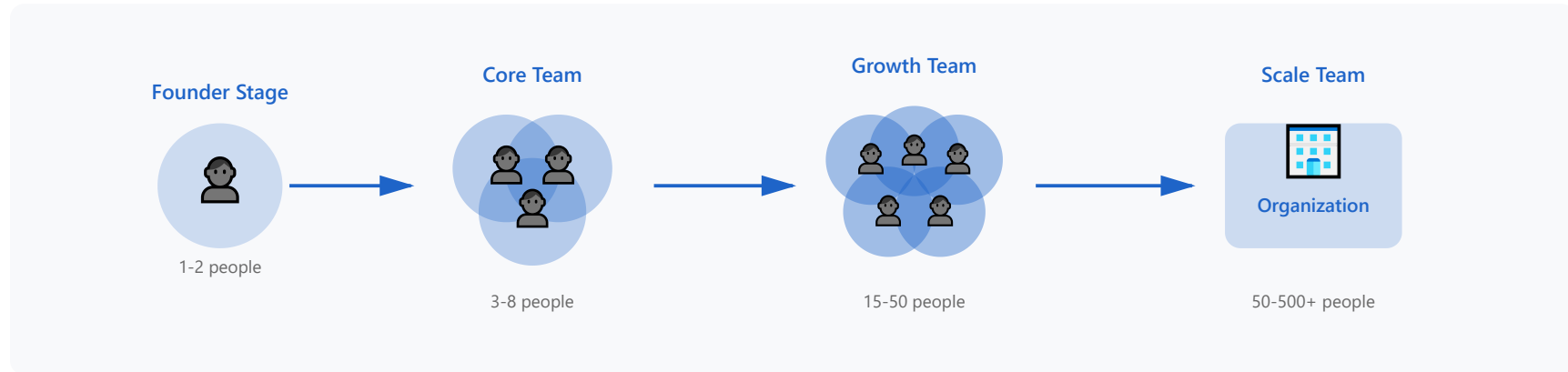
2024 - IPO: \$410M raised, \$6.1B valuation

Total Raised: Over \$1.3B before going public

 **Key Insight:** Health tech startups typically take 7-10 years from founding to exit, with 4-6 funding rounds. Each round requires demonstrating 3-5x growth metrics from the previous round.



Team Building - From Solo to Scale



Critical Early Hires for Health Tech

1

Co-founder / Technical Lead (CTO)

Month 0-6: Builds MVP, sets technical architecture, makes critical tech decisions

Skills needed: Full-stack development, system design, regulatory understanding

2

Clinical Advisor / Medical Director

Month 3-12: Validates clinical workflows, ensures medical accuracy, builds credibility

Skills needed: Relevant medical specialty, research background, industry connections

3

Regulatory Affairs Specialist

Month 6-18: Navigates FDA/EMA pathways, manages compliance, prepares submissions

Skills needed: Regulatory experience, documentation expertise, strategic planning

4

Head of Sales / Business Development

Month 12-24: Closes first customers, builds sales pipeline, establishes partnerships

Skills needed: Healthcare sales, relationship building, strategic accounts management



Co-founder Selection Best Practices

Complementary Skills: Technical + Business, or Clinical + Operations

Shared Vision: Aligned on mission, values, and long-term goals

Work Trial: Work together 3-6 months before formalizing partnership

Equity Split: Equal split (50/50) or vesting-based (4 years with 1-year cliff)

Red Flags: Unwilling to commit full-time, unclear ownership expectations, poor communication

2.09

Average Co-founders per Health Tech Startup

65%

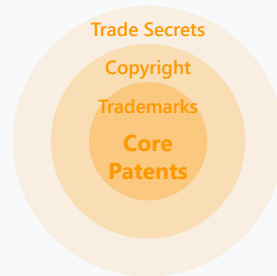
Startups with Technical Co-founder

23%

Have Clinician Co-founder



Intellectual Property & Regulatory Strategy



510(k) Clearance	3-6 months
De Novo Pathway	6-12 months
PMA (Pre-market)	12-24 months
Software/SaMD	3-6 months

Patent Strategy Framework



Types of IP Protection in Health Tech

Utility Patents: Novel algorithms, medical devices, diagnostic methods (20 years protection)

Design Patents: Unique device appearances, UI/UX designs (15 years protection)

Trade Secrets: Proprietary data models, business processes (indefinite if maintained)

Trademarks: Brand names, logos, product names (10 years, renewable)

Copyright: Software code, documentation, training materials (lifetime + 70 years)

Regulatory Path	Timeline	Cost	Best For	Risk Level
510(k) Clearance	3-6 months	\$50K-\$300K	Devices similar to existing products	Low
De Novo	6-12 months	\$100K-\$500K	Low-moderate risk, novel devices	Moderate
PMA	12-24 months	\$500K-\$5M	High-risk devices (implants, life-sustaining)	High
Software/SaMD	3-9 months	\$50K-\$200K	AI diagnostics, clinical decision support	Low-Moderate

Freedom to Operate (FTO) Analysis


When to Conduct: Before major product launch or funding rounds

Process: Search existing patents, analyze claims, identify potential conflicts

Cost: \$10K-\$50K depending on technology complexity

Outcome: Clear understanding of patent landscape and licensing needs

Action: Design around existing patents or negotiate licenses

 **Pro Tip:** File provisional patents early (\$5K-\$15K) to secure filing dates while developing the technology. Convert to full utility patents within 12 months. Consider international protection (PCT) for products with global market potential.

\$15K

Average Provisional Patent Cost

\$40K

Full Utility Patent (US)

18 mo

Average Patent Approval Time



Putting It All Together: Your Action Plan

Phase 1: Foundation

- ✓ Form team
- ✓ File provisional patent
- ✓ Build MVP
- ✓ Apply to accelerator

Phase 2: Validation

- ✓ Raise seed funding
- ✓ Get first customers
- ✓ Begin regulatory work
- ✓ Expand team

Phase 3: Growth

- ✓ Series A funding
- ✓ Scale operations
- ✓ Regulatory clearance
- ✓ Market expansion

Phase 4: Scale/Exit

- ✓ Market leadership
- ✓ International
- ✓ Acquisition/IPO
- ✓ Exit success

Critical Success Factors



Do's

- Focus on solving real clinical problems
- Build relationships with KOLs early
- Understand regulatory path from day one
- Protect IP strategically, not everything
- Build diverse, complementary team
- Measure and iterate based on data



Don'ts

- Don't build in a vacuum without user feedback
- Don't ignore regulatory requirements
- Don't raise too much too early
- Don't compromise on co-founder selection
- Don't skip proper IP protection
- Don't underestimate sales cycles



Essential Resources for Health Tech Founders

Organizations: Rock Health, Digital Health Hub, StartUp Health, MedTech Innovator

Conferences: HLTH, JP Morgan Healthcare, Health 2.0, HIMSS

Funding Sources: NIH SBIR grants, NSF grants, venture studios (Redesign Health, Atomic)

Learning: Stanford Biodesign, MIT Hacking Medicine, FDA Entrepreneurship Bootcamp

Communities: Health Tech Nerds, Y Combinator Bookface, Digital Health Slack groups



Next Steps: Start by identifying your unique advantage (clinical insight, technical expertise, or market access), validate the problem with 20+ potential users, build a simple prototype, and apply to a relevant accelerator. The journey begins with a single step!

Remember: Building a health tech company is a marathon, not a sprint. Success requires persistence, adaptability, and unwavering commitment to improving patient outcomes. You're not just building a business—you're potentially saving and improving lives. 🏠❤️