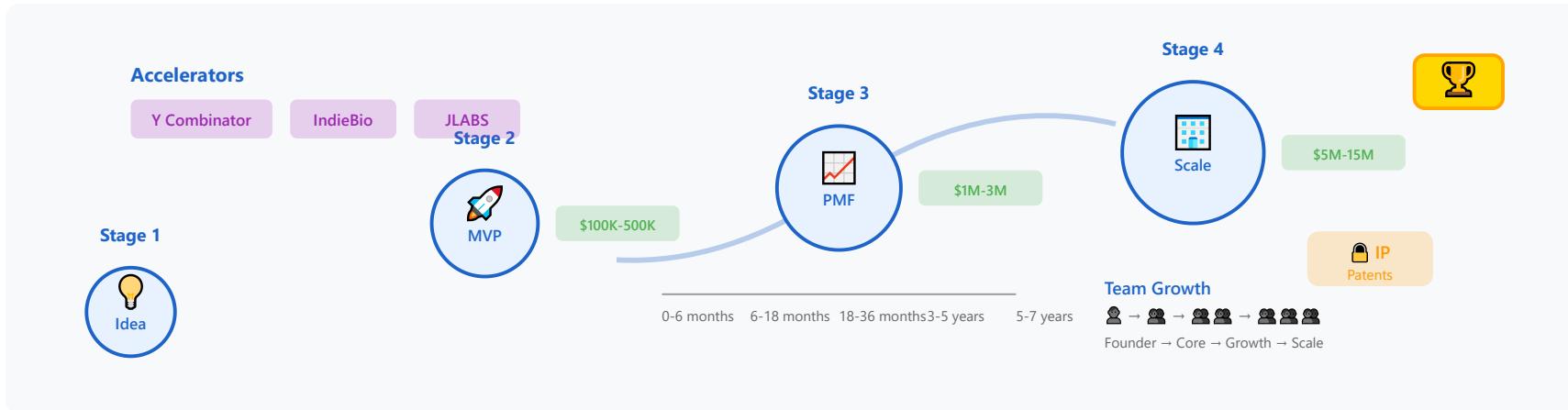


# Health Tech Entrepreneurship Journey



## 🚀 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

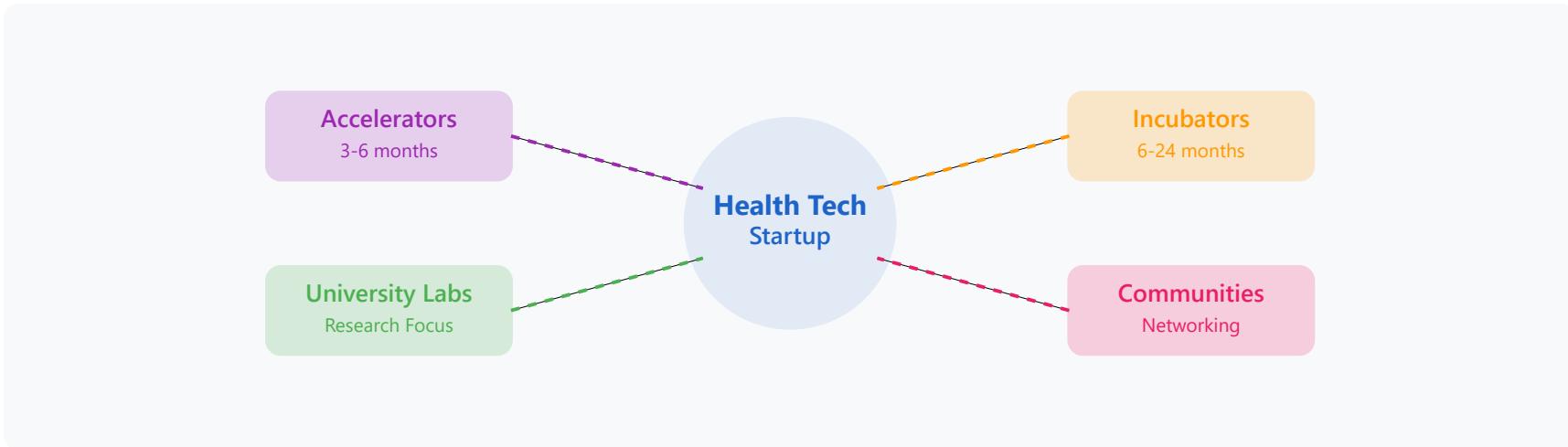
## 🔒 IP & Regulatory

- 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**

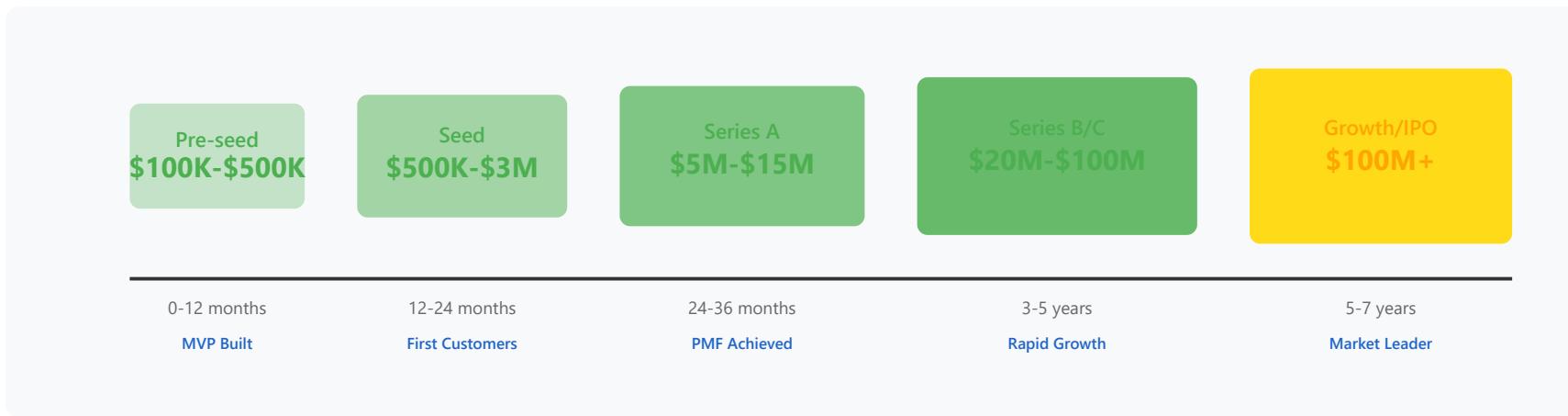
Invested by Accelerators (2024)

**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)

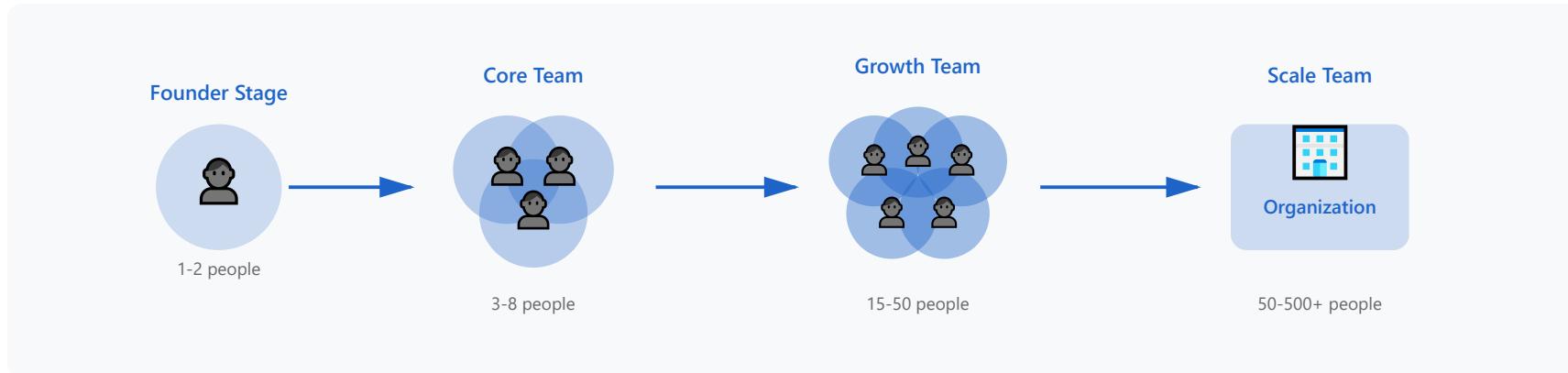
**2024 - IPO:** \$410M raised, \$6.1B valuation

**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%**

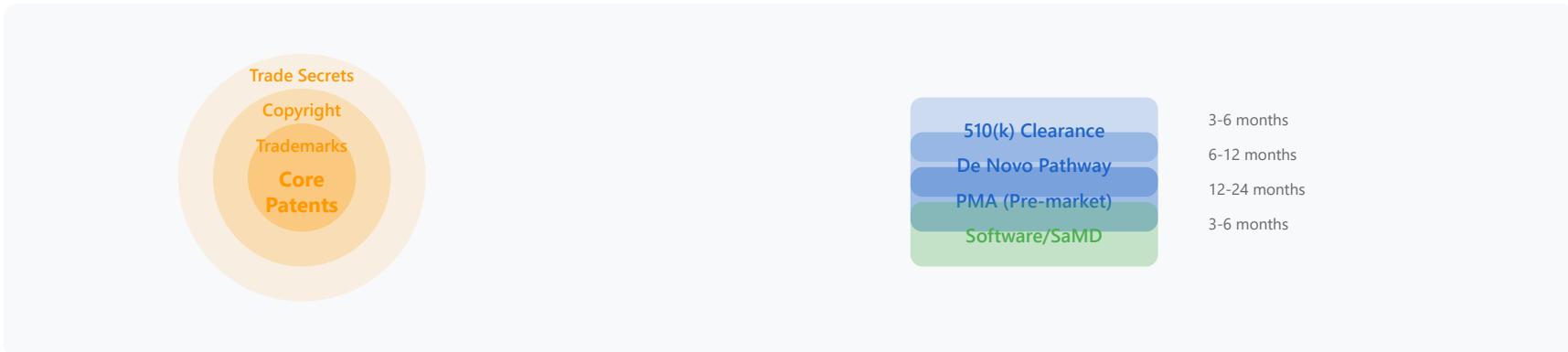
Startups with Technical Co-founder

**23%**

Have Clinician Co-founder



# Intellectual Property & Regulatory Strategy



## 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
<b>510(k) Clearance</b>	3-6 months	\$50K-\$300K	Devices similar to existing products	Low
<b>De Novo</b>	6-12 months	\$100K-\$500K	Low-moderate risk, novel devices	Moderate
<b>PMA</b>	12-24 months	\$500K-\$5M	High-risk devices (implants, life-sustaining)	High
<b>Software/SaMD</b>	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. 🏃‍♂️ ❤️