

TOP 50

Industry-Rated Emerging Healthcare Tech Solutions



Challenging the Technology Status Quo

Survey Summary

Every year new marketplace vendors emerge at various conferences and gatherings with the hope to present their products and services and obtain funding. This funding is used to back the research and help fund the implementation of their products. Funding for emerging vendors is critical for the success and continuity of these technologies. Some of the most sought out healthcare software vendors include electronic health records, practice management, revenue cycle management, financials, and cybersecurity. Presented in this report is a list of emerging vendors that have obtained funding (some significant) more recently. These vendors offer innovations that will help shape the future of healthcare. The presenting of new technologies, processes, and information has provided an evolution into the continuum of care and its delivery. These vendor contributions towards the industries they serve will have a pivotal impact on tomorrow's healthcare.

To qualify for the Black Book survey, companies had to meet one of the following criteria before rating:

- Funded/capitalized new operations in last two years
- Merged or acquired with or by other company/companies in last two years
- Reorganized, renamed, rebranded with considerable offering changes in last two years

Invitations to participate in the 2023 survey were issued to 38,000 organizations including investment banking, hospitals and physician organizations, healthcare technology consultants and advisory firms, health plans and insurers, HIT vendors, and venture capital firms. A panel of 100 healthcare consumers were also included to understand the perceptions of new HIT entries from patients.

Respondent Title/Organizational Category		Percent of Total Respondents
Q4 2023		
Provider Organization IT Professionals	805	20%
Venture Capital	511	13%
HIT Investors (non VC)	957	24%
HIT Vendors	930	23%
HIT Consultants	428	11%
Healthcare Consumers	200	5%
Payer IT Professionals	212	5%
Total Survey Participants Response Rate = 10.6%	4043	100%

STOPLIGHT SCORING FOR KEY PERFORMANCE INDICATORS

FIGURE 1: KEY TO RAW SCORES			
0.00 – 5.79 ►	◀ 5.80 – 7.32 ►	◀ 7.33 – 8.70 ►	◀ 8.71 – 10.00
Deal breaking dissatisfaction	Neutral	Satisfactory performance	Overwhelming satisfaction
Does not meet expectations	Meets/does not meet expectations consistently	Meets expectations	Exceeds expectations
CANNOT RECOMMEND VENDOR	WOULD NOT LIKELY RECOMMEND VENDOR	RECOMMENDS VENDOR	HIGHLY RECOMMENDED VENDOR

FIGURE 2: COLOR-CODED STOPLIGHT DASHBOARD SCORING KEY	
Green 8.71 +	(Top 10%) scores better than 90% of secure messaging platform vendors. Green coded vendors have received constantly highest client satisfaction scores.
Clear 7.33 to 8.70	(Top 33%) scores better than 67% of vendors. Well-scored vendor which has middle of the pack results.
Yellow 5.80 to 7.32	Scores better than half of vendors. Cautionary performance scores, areas of improvement required.
Red Less than 5.79	Scores worse than 66% of vendors. Poor performances reported potential cause for contract cancellations.

TOP PERFORMING COMPANY BY INDIVIDUAL KPI	TOP KPI SCORE	COMPANY WITH HIGHEST KPI RATING	SOLUTION CATEGORY
Company Mission	9.90	INSTRIDE HEALTH	PEDIATRIC MENTAL HEALTH
Business Model	9.85	RAPID AI	COMPUTER AIDED DIAGNOSTICS AI
Core Product Value Proposition	9.90	LYFEGEN	DRUG COSTS
Market Timing	9.98	WELLCENT	HOME CARE DEVICES
Problem Oriented Tech Product Differentiation	9.79	INBOUND HEALTH	HOSPITAL-AT-HOME SERVICES
Demonstrated Leadership	9.90	CENSINET	CYBERSECURITY
Capitalization & Funding	9.99	SHIFTMED	NURSE STAFFING TECH
Competitive Advantage/Rivalry	9.82	CANVAS MEDICAL	ELECTRONIC HEALTH RECORDS
Momentum to Take it to Next Level	9.98	HYRO	CONVERSATIONAL AI
Organizational Agility	9.89	MED CRYPT	MEDICAL DEVICE
Creativity & Innovative Output	9.98	HIPPOCRATIC AI	ARTIFICIAL INTELLIGENCE
Challenge to the HIT status quo	9.91	INCREDIBLE HEALTH	NURSING HIRING PLATFORM
Motivation of Team Members	9.89	FOLX	LGBTQ HEALTH
Potential for Growth	9.96	DEXCARE	CONSUMER HEALTH TECH
Visibility	9.95	ADONIS	REVENUE CYCLE MANAGEMENT
Financial & Managerial Viability	9.96	PEARL HEALTH	VALUE BASED CARE
Access to Markets	9.99	ABRIDGE	CLINICAL DOCUMENTATION
Market knowledge/Industry Competence	9.90	SMILE DIGITAL HEALTH	HEALTHCARE DATA PLATFORM

OVERALL RANKING OF THE 2023

TOP PERFORMING EMERGING COMPANIES BY 18 KPI MEAN

TOP 50 RATED EMERGING HEALTHCARE TECHNOLOGY SOLUTIONS Q4 2023		
RANK	COMPANY	MEAN SCORE OF 18 KPIs
1	Pearl Health	9.45
2	Lyfegen	9.40
3	Instride Health	9.39
4	Hippocratic AI	9.38
5	Upperline Health	9.38
6	Medivis	9.37
7	WellCent	9.34
8	Avenda Health	9.29
9	MedCrypt	9.29
10	RapidAI	9.29
11	Regard	9.23
12	Suvida Healthcare	9.23
13	Motto	9.22
14	Adonis	9.21
15	Uptiv Health	9.20
16	Moving Analytics	9.16
17	Hazel Health	9.15
18	Laudio	9.14
19	Smile Digital Health	9.14
20	Hyro	9.13
21	Folx	9.12

22	Inbound Health	9.10
23	Censinet	9.08
24	Tempus	9.06
25	Upstream	9.03
26	Optain	9.02
27	Abridge	8.97
28	Carta Healthcare	8.96
29	Integral Health	8.96
30	Sibel Health	8.94
31	Daybreak Health	8.90
32	Yuvo Health	8.88
33	Carallel	8.87
34	Beekeeper AI	8.79
35	Solv	8.77
36	NeuroFlow	8.74
37	HerMD	8.69
38	Intus Care	8.63
39	ShiftMed	8.59
40	Care Harmony	8.57
41	Rippl Health	8.53
42	Incredible Health	8.52
43	Psych Hub	8.51
44	ReKlame Health	8.41
45	Sonio	8.41
46	Lucem Health	8.29
47	Canvas Medical	8.27
48	Dexcare	8.20
49	Hydreight	8.17
50	Zuri Health	8.07

Epic announced that it will integrate Abridge’s clinical documentation tool into its EHR workflow. The startup’s generative AI tool listens to visits and creates a near-instant summary that adheres to physicians’ prototypical note structure. Abridge announced the largest deployment of its technology to date — the University of Kansas Health System will adopt the software for more than 1,500 of its physicians across 140 locations. The startup’s technology listens to visits and creates a near-instant summary that adheres to physicians’ prototypical note structure. Abridge, a medical conversation AI startup, recently closed an oversubscribed \$12.5 million Series A funding round. The company also launched a new app for physicians that listens to visits and creates a near-instant summary that adheres to their prototypical note structure.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.48
Business Model	9.30
Core Product	9.45
Value Proposition	8.77
Market Timing	8.95
Problem Oriented Tech Product Differentiation	8.08
Demonstrated Leadership	8.18
Capitalization & Funding	9.29
Competitive Advantage/Rivalry	8.93
Momentum to Take it to Next Level	8.08
Organizational Agility	9.01
Creativity & Innovative Output	9.18
Challenge to the HIT status quo	9.26
Motivation of Team Members	8.98
Potential for Growth	8.91
Visibility	8.96
Viability	9.99
Access to Markets	8.65
Market knowledge/Industry Competence	8.97
MEAN	8.97

Adonis, a startup offering a revenue cycle automation platform purpose-built for healthcare, recently closed a Series A funding round led by General Catalyst. The company has raised nearly \$23 million to date since launching last year. Powered by data science and automation, Adonis helps providers seek to address the common issues and areas of susceptibility within RCM to work toward creating better, more reliable revenue outcomes. This is made possible by automating the holistic payment collection process, analyzing revenue trends, validating patient insurance data at scale, and bridging the system-of-record gaps between healthcare providers, insurance companies, and patients.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.77
Business Model	9.49
Core Product Value Proposition	9.27
Market Timing	9.06
Problem Oriented Tech Product Differentiation	9.66
Demonstrated Leadership	9.59
Capitalization & Funding	9.28
Competitive Advantage/Rivalry	9.44
Momentum to Take it to Next Level	9.11
Organizational Agility	8.18
Creativity & Innovative Output	9.08
Challenge to the HIT status quo	8.70
Motivation of Team Members	8.15
Potential for Growth	8.94
Visibility	9.95
Viability	9.53
Access to Markets	9.00
Market knowledge/Industry Competence	9.51
MEAN	9.21

Avenda Health



Avenda Health, an AI company focused on personalized prostate cancer care, recently closed a \$10 million Series B funding round. The company's platform seeks to personalize treatment to the patient and their specific case to preserve quality of life and prevent cancer recurrence. Avenda Health's Unfold AI Shown to More Precisely Predict Extraprostatic Extension Risk in Prostate Cancer Patients, Surpassing Conventional Methodology.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.60
Business Model	9.01
Core Product Value Proposition	8.59
Market Timing	9.11
Problem Oriented Tech Product Differentiation	8.50
Demonstrated Leadership	9.34
Capitalization & Funding	8.99
Competitive Advantage/Rivalry	8.08
Momentum to Take it to Next Level	9.17
Organizational Agility	9.39
Creativity & Innovative Output	9.04
Challenge to the HIT status quo	9.58
Motivation of Team Members	9.30
Potential for Growth	9.58
Visibility	8.14
Viability	7.95
Access to Markets	9.03
Market knowledge/Industry Competence	9.23
MEAN	9.29

Beekeeper AI



BeeKeeperAI — which offers a platform to facilitate the development and deployment of healthcare AI models — raked in \$12.1 million in Series A funding led by Santé Ventures. The startup was spun out of UCSF last year. Led by CEO Michael Blum, BeeKeeperAI specializes in confidential, sightless computing within a zero-trust architecture for the development and deployment of AI in healthcare and other privacy protected data. It recently announced the general availability of EscrowAI, its patent-protected, zero-trust collaboration platform that integrates Azure confidential computing capabilities, to deploy a zero-trust workflow to support AI development and deployment. In healthcare, EscrowAI enables HIPAA-compliant research on real-world data without exposing the patient data, thereby reducing the time required to complete the required approvals and contracting.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.64
Business Model	8.25
Core Product Value Proposition	8.30
Market Timing	8.07
Problem Oriented Tech Product Differentiation	8.55
Demonstrated Leadership	9.83
Capitalization & Funding	9.00
Competitive Advantage/Rivalry	8.11
Momentum to Take it to Next Level	8.93
Organizational Agility	8.69
Creativity & Innovative Output	9.40
Challenge to the HIT status quo	9.66
Motivation of Team Members	8.91
Potential for Growth	9.73
Visibility	7.29
Viability	8.17
Access to Markets	8.06
Market knowledge/Industry Competence	9.56
MEAN	8.79

Canvas Medical

Canvas:

EMR startup Canvas Medical recently raised \$24 million in a Series B funding round and became the first EMR company founded in the past two decades to be federally certified by the ONC. The startup's customers are now eligible for value-based payment models in Medicare and Medicaid programs. Canvas, an electronic medical records (EMR) startup, helps 15 types of stakeholders ranging from physicians to insurance companies to social workers keep better track of their patient data through a workflow system that autofills information in a document rather than through a series of drop-down menus — which makes it faster and easier for users.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.57
Business Model	7.24
Core Product Value Proposition	8.21
Market Timing	7.02
Problem Oriented Tech Product Differentiation	8.16
Demonstrated Leadership	8.23
Capitalization & Funding	8.03
Competitive Advantage/Rivalry	9.82
Momentum to Take it to Next Level	9.11
Organizational Agility	8.50
Creativity & Innovative Output	8.44
Challenge to the HIT status quo	9.87
Motivation of Team Members	8.88
Potential for Growth	8.05
Visibility	7.26
Viability	6.34
Access to Markets	7.24
Market knowledge/Industry Competence	8.93
MEAN	8.27

Carallel



Carallel, a startup that provides digital tools to support family caregivers, recently raised \$8.2 million in Series A funding. The Chicago-based company's services are offered as a benefit by health plans and employers. Carallel already supports more than 400,000 Medicare Advantage and commercially insured members and their caregivers nationally. The company plans to use the new funding to expand its reach in both the Medicare Advantage and commercial markets. The funds will also support increased development of dynamic digital experiences, expansion of peer-to-peer support, and targeted care interventions.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.28
Business Model	9.35
Core Product Value Proposition	9.11
Market Timing	8.59
Problem Oriented Tech Product Differentiation	9.01
Demonstrated Leadership	9.25
Capitalization & Funding	8.10
Competitive Advantage/Rivalry	9.44
Momentum to Take it to Next Level	8.81
Organizational Agility	9.21
Creativity & Innovative Output	9.27
Challenge to the HIT status quo	8.24
Motivation of Team Members	8.83
Potential for Growth	9.59
Visibility	7.82
Viability	8.32
Access to Markets	8.04
Market knowledge/Industry Competence	9.35
MEAN	8.87

Care Harmony



CareHarmony, a virtual care coordination startup, recently raised \$15 million in Series A funding. The company will use the funds to further the development of its platform, which uses AI to analyze patient data and provide targeted care plan recommendations. CareHarmony's CareBlocks™ technology unlocks the full potential of virtual care. This human-driven, AI-powered approach enables care teams to personalize patient journeys at scale. Clinical and financial data sets are enriched with social and consumer data to provide a much richer view of a patient. Using the CareBlock™ platform, CareHarmony clinical teams, funded through available preventative care programs such as Chronic Care Management, deliver targeted interventions on behalf of the client. Population health teams gain key insights into the efficacy of each intervention, affording them the opportunity to adapt in realtime—a true game changer.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.40
Business Model	8.14
Core Product Value Proposition	9.54
Market Timing	9.03
Problem Oriented Tech Product Differentiation	9.16
Demonstrated Leadership	8.65
Capitalization & Funding	8.07
Competitive Advantage/Rivalry	9.14
Momentum to Take it to Next Level	9.00
Organizational Agility	9.09
Creativity & Innovative Output	8.11
Challenge to the HIT status quo	7.14
Motivation of Team Members	9.06
Potential for Growth	7.76
Visibility	8.07
Viability	8.00
Access to Markets	7.90
Market knowledge/Industry Competence	9.03
MEAN	8.57

Carta Healthcare



Carta Healthcare recently closed a \$20 million Series B financing round. The company is a San Francisco-based provider of clinical data solutions, and its mission is to reduce the amount of time clinicians spend on mundane administrative tasks. Carta's technology is currently used at 245 hospitals across 18 health systems — the company will use its new funds to scale its customer base. Founded in 2017 and led by CEO Matt Hollingsworth, Carta Healthcare empowers health systems to deliver patient care through enhancements in the way specialized databases, known as registries, gather and analyze data related to a patient's diagnosis, treatment, and outcome. Registries play a vital role in advancing the understanding of diseases as they provide researchers vital insights into disease patterns, treatment effectiveness, and overall patient outcomes. They also facilitate the detection of complications, side effects, and other safety concerns.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.60
Business Model	8.50
Core Product Value Proposition	8.04
Market Timing	8.19
Problem Oriented Tech Product Differentiation	9.32
Demonstrated Leadership	9.63
Capitalization & Funding	9.73
Competitive Advantage/Rivalry	8.03
Momentum to Take it to Next Level	9.15
Organizational Agility	8.19
Creativity & Innovative Output	9.55
Challenge to the HIT status quo	8.69
Motivation of Team Members	8.93
Potential for Growth	9.45
Visibility	8.29
Viability	9.55
Access to Markets	9.09
Market knowledge/Industry Competence	9.37
MEAN	8.96

Health systems across the country are joining Censinet's platform, and some are even investing in the Boston-based startup. Last week, four health systems — MemorialCare, Ballad Health, Cedars-Sinai and UNC REX Healthcare — participated in Censinet's \$9 million funding round, which brought the company's total funding to date to more than \$22 million. Censinet was founded in 2017 by CEO Ed Gaudet shortly after he left health IT security company Imprivata. While working at Imprivata, Gaudet noticed that each health system's process for evaluating cybersecurity risk was different. Purpose-built for healthcare, Censinet RiskOps™ is the world's first and only cloud-based, HIPAA-secure risk exchange that enables healthcare organizations to share and manage risk data to strengthen cybersecurity. With close to 40 customers across health systems, health plans, and vendors, and 100% ARR growth year-over-year through Q3, the company is undergoing record growth and has never lost a customer.

KEY PERFORMANCE INDICATOR	RATING
Mission	8.95
Business Model	8.89
Core Product Value Proposition	9.15
Market Timing	9.97
Problem Oriented Tech Product Differentiation	9.45
Demonstrated Leadership	9.90
Capitalization & Funding	8.99
Competitive Advantage/Rivalry	9.11
Momentum to Take it to Next Level	8.00
Organizational Agility	9.12
Creativity & Innovative Output	9.06
Challenge to the HIT status quo	8.14
Motivation of Team Members	9.23
Potential for Growth	8.96
Visibility	9.40
Viability	9.04
Access to Markets	8.34
Market knowledge/Industry Competence	9.70
MEAN	9.08

Daybreak Health



Daybreak Health — a startup that partners with school districts to provide children with virtual mental health services — recently closed a \$13 million Series B funding round. The company has partnered with more than 60 public school districts since it began providing care in 2019. Existing investors Maven Ventures, Lightspeed Venture Partners and Y Combinator participated in the round alongside new investor Lux Capital.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.08
Business Model	9.13
Core Product Value Proposition	9.17
Market Timing	9.00
Problem Oriented Tech Product Differentiation	8.55
Demonstrated Leadership	8.42
Capitalization & Funding	8.11
Competitive Advantage/Rivalry	8.73
Momentum to Take it to Next Level	8.79
Organizational Agility	9.19
Creativity & Innovative Output	9.20
Challenge to the HIT status quo	9.25
Motivation of Team Members	9.01
Potential for Growth	8.98
Visibility	8.64
Viability	8.74
Access to Markets	9.14
Market knowledge/Industry Competence	9.09
MEAN	8.90

Providence spinout DexCare recently closed a \$75 million Series C funding round, bringing its total funding to date to \$146 million. The startup gives health systems a platform that helps them coordinate and manage digital care services so they can better address the modern healthcare consumer's demands for convenience and immediacy. DexCare is a Platform-as-a-Service (PaaS) for health systems that intelligently orchestrates digital demand and health system capacity across all lines of care. DexCare's data-driven intelligence engine allocates, flexes and optimizes resources to best meet both consumer demand and health system business goals—expanding the reach of health system service lines into a new, digital and on-demand consumer arena. The platform attracts and caters to high-value consumers by providing a fully-digitized, unified experience that routes consumers to the best care options while leveraging existing EMR, caregiver and brand investments.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.71
Business Model	8.75
Core Product Value Proposition	8.99
Market Timing	9.10
Problem Oriented Tech Product Differentiation	9.92
Demonstrated Leadership	8.73
Capitalization & Funding	9.68
Competitive Advantage/Rivalry	8.82
Momentum to Take it to Next Level	8.98
Organizational Agility	8.79
Creativity & Innovative Output	9.79
Challenge to the HIT status quo	9.35
Motivation of Team Members	9.42
Potential for Growth	9.96
Visibility	8.92
Viability	9.04
Access to Markets	8.13
Market knowledge/Industry Competence	9.53
MEAN	8.20

LGBTQ virtual care platform Folx Health recently closed a \$30 million Series B financing round, bringing the startup's total funding to date to roughly \$60 million. The company will use the money to expand its services, including the addition of clinician-led support groups. The first of these support groups will focus on queer fertility and family planning.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.65
Business Model	8.95
Core Product Value Proposition	9.02
Market Timing	8.97
Problem Oriented Tech Product Differentiation	9.11
Demonstrated Leadership	8.76
Capitalization & Funding	9.78
Competitive Advantage/Rivalry	8.88
Momentum to Take it to Next Level	8.69
Organizational Agility	8.70
Creativity & Innovative Output	9.44
Challenge to the HIT status quo	9.08
Motivation of Team Members	9.89
Potential for Growth	8.96
Visibility	9.42
Viability	8.43
Access to Markets	8.63
Market knowledge/Industry Competence	9.79
MEAN	9.12

Hazel Health



Hazel Health, a company that provides school-based telehealth, has closed a \$51.5 million Series C1 funding round. The company also announced it has deployed its services in more than 3,000 schools across 14 states.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.12
Business Model	9.10
Core Product Value Proposition	9.06
Market Timing	8.93
Problem Oriented Tech Product Differentiation	8.64
Demonstrated Leadership	8.92
Capitalization & Funding	9.61
Competitive Advantage/Rivalry	8.79
Momentum to Take it to Next Level	8.98
Organizational Agility	9.59
Creativity & Innovative Output	9.28
Challenge to the HIT status quo	9.39
Motivation of Team Members	9.44
Potential for Growth	9.22
Visibility	8.55
Viability	9.45
Access to Markets	9.37
Market knowledge/Industry Competence	9.29
MEAN	9.15

HerMD recently raised \$18 million in a Series A-1 funding round. The company offers in-person and virtual women's healthcare that focuses on menopause and sexual health. It is using its new capital to open more brick-and-mortar women's health centers across the country. The company offers comprehensive women's healthcare, either in-person or virtual, and one of its differentiators is that the average appointment is between 20 and 60 minutes. All medical services are insurance- and Medicare-based. In addition, HerMD provides aesthetic services, including facial injectables and body treatments.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.83
Business Model	9.40
Core Product Value Proposition	9.33
Market Timing	8.95
Problem Oriented Tech Product Differentiation	7.18
Demonstrated Leadership	9.75
Capitalization & Funding	8.95
Competitive Advantage/Rivalry	6.99
Momentum to Take it to Next Level	8.65
Organizational Agility	7.03
Creativity & Innovative Output	7.74
Challenge to the HIT status quo	8.02
Motivation of Team Members	9.23
Potential for Growth	8.55
Visibility	8.99
Viability	9.50
Access to Markets	8.88
Market knowledge/Industry Competence	9.38
MEAN	8.69

Hippocratic AI



Hippocratic AI emerged from stealth, as well as announced \$50 million in seed funding through a round co-led by General Catalyst and Andreessen Horowitz. The Palo Alto-based startup bills itself as the first large language model designed specifically for healthcare. Hippocratic will focus on non-diagnostic tasks, and its model will be able to meet the criteria to obtain certification in multiple areas of healthcare, as well as use reassuring bedside manners when communicating with patients.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.70
Business Model	8.90
Core Product Value Proposition	9.20
Market Timing	9.85
Problem Oriented Tech Product Differentiation	9.11
Demonstrated Leadership	9.06
Capitalization & Funding	9.73
Competitive Advantage/Rivalry	8.93
Momentum to Take it to Next Level	9.95
Organizational Agility	9.25
Creativity & Innovative Output	9.98
Challenge to the HIT status quo	9.17
Motivation of Team Members	9.53
Potential for Growth	8.77
Visibility	9.66
Viability	9.48
Access to Markets	8.95
Market knowledge/Industry Competence	9.60
MEAN	9.38

Hydreight recently launched an updated app so that the hundreds of nurses on its platform can have a more streamlined experience. Often referred to as “Uber for nurses,” the platform allows nurses be their own boss and work as independent 1099 contractors. Hydreight a fast-growing telehealth platform enabling flexible home healthcare, is pleased to announce the ongoing expansion of its doctor network. The Company has successfully increased its network to over 100 physicians spanning across all 50 US states by contracting with an independent network of affiliated medical practices to facilitate the delivery of services to patients. These physician partnerships support screening calls and an increase in consultation requests, as well as new services and offerings that are on the Hydreight platform, where compliance and patient-centered care is of utmost importance.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.40
Business Model	8.95
Core Product Value Proposition	9.29
Market Timing	9.61
Problem Oriented Tech Product Differentiation	9.22
Demonstrated Leadership	7.95
Capitalization & Funding	7.60
Competitive Advantage/Rivalry	8.26
Momentum to Take it to Next Level	8.30
Organizational Agility	8.30
Creativity & Innovative Output	8.13
Challenge to the HIT status quo	9.55
Motivation of Team Members	9.13
Potential for Growth	8.93
Visibility	9.15
Viability	7.41
Access to Markets	8.17
Market knowledge/Industry Competence	9.05
MEAN	8.17

Hyro — a New York-based startup selling a conversational AI platform for providers — recently closed a \$20 million Series B funding round. The platform is “mostly plug-and-play” and requires minimal effort and resources from providers. Conversational AI Assistant Used by Intermountain, Novant & More. Hyro doesn’t attempt to replace staffers. But it does inject automation into the equation. The platform is essentially a drop-in replacement for traditional IVR systems, handling calls and texts automatically using conversational AI.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.29
Business Model	9.34
Core Product Value Proposition	9.28
Market Timing	9.32
Problem Oriented Tech Product Differentiation	9.73
Demonstrated Leadership	9.61
Capitalization & Funding	9.68
Competitive Advantage/Rivalry	8.93
Momentum to Take it to Next Level	9.98
Organizational Agility	8.93
Creativity & Innovative Output	9.44
Challenge to the HIT status quo	9.05
Motivation of Team Members	9.27
Potential for Growth	9.10
Visibility	7.62
Viability	8.08
Access to Markets	8.76
Market knowledge/Industry Competence	8.98
MEAN	9.13

Inbound Health



Inbound Health is a new startup spun out by Minnesota-based Allina Health and Flare Capital Partners. The company is designed to help enable health systems and health plans to establish hospital-at-home and skilled nursing-at-home programs. The round was led by HealthQuest Capital with participation from existing investors and McKesson Ventures. The company intends to use the funds for expansion into new markets and the advancement of key growth initiatives, including further development of its clinical programs, the evolution of its proprietary technology and advanced analytics platform, and the continued build out of customized operating assets focused on supply chain, labor, and logistics.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.65
Business Model	8.98
Core Product Value Proposition	8.94
Market Timing	9.01
Problem Oriented Tech Product Differentiation	9.79
Demonstrated Leadership	9.04
Capitalization & Funding	8.92
Competitive Advantage/Rivalry	8.96
Momentum to Take it to Next Level	9.31
Organizational Agility	8.06
Creativity & Innovative Output	9.28
Challenge to the HIT status quo	8.93
Motivation of Team Members	9.24
Potential for Growth	9.20
Visibility	9.11
Viability	9.65
Access to Markets	9.08
Market knowledge/Industry Competence	8.89
MEAN	9.10

Incredible Health



Nurse staffing platform Incredible Health recently closed a \$80 million Series B funding round, bringing the company's valuation to \$1.65 billion. CEO Iman Abuzeid claims Incredible Health is the only healthcare hiring platform that uses automation to help screen nurses' credentials and employment preferences before matching them with an employer. Incredible Health is free for all U.S. nurses and provides services to help healthcare professionals advance their careers, including a salary estimator, access to a personal talent advocate to assist with long-term career success, a social network community built exclusively for nurses, free continuing education accredited in all 50 states, and a digital journaling platform.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.00
Business Model	8.24
Core Product	9.04
Value Proposition	
Market Timing	9.10
Problem Oriented Tech Product Differentiation	9.16
Demonstrated Leadership	8.34
Capitalization & Funding	8.04
Competitive Advantage/Rivalry	9.30
Momentum to Take it to Next Level	8.47
Organizational Agility	7.29
Creativity & Innovative Output	7.94
Challenge to the HIT status quo	9.91
Motivation of Team Members	8.36
Potential for Growth	8.28
Visibility	8.02
Viability	8.45
Access to Markets	8.18
Market knowledge/Industry Competence	8.36
MEAN	8.52

InStride Health



InStride Health — a virtual care provider for pediatric patients with moderate to severe anxiety and OCD — recently launched with \$26 million in funding. The startup delivers insurance-covered pediatric mental health treatment using a care model developed by two of its co-founders, who are Mass General Brigham clinicians. Founded in 2021, InStride Health is focused on providing virtual outpatient care for children and teens living with anxiety and obsessive compulsive disorder (OCD). Patients are able to access tailored programs that can include individual and group therapy, along with coaching and medication management.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.90
Business Model	9.43
Core Product Value Proposition	9.53
Market Timing	9.27
Problem Oriented Tech Product Differentiation	9.78
Demonstrated Leadership	8.95
Capitalization & Funding	9.48
Competitive Advantage/Rivalry	9.42
Momentum to Take it to Next Level	9.80
Organizational Agility	9.18
Creativity & Innovative Output	9.02
Challenge to the HIT status quo	9.82
Motivation of Team Members	9.40
Potential for Growth	9.55
Visibility	9.09
Viability	9.05
Access to Markets	9.14
Market knowledge/Industry Competence	9.28
MEAN	9.39

Integral Health



The San Francisco-based startup is developing technology that seeks to speed up the process of exchanging sensitive health data while still maintaining robust privacy protection. The San Francisco-based company was founded last year. Its seed round was led by Haystack, The General Partnership and Virtue Ventures. The round also had participation from Also Capital, Array Ventures, Caffeinated Capital, GreatPoint Ventures, LiveRamp Ventures and Venrex.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.64
Business Model	8.25
Core Product	9.47
Value Proposition	9.00
Market Timing	9.60
Problem Oriented Tech Product Differentiation	8.96
Demonstrated Leadership	8.79
Capitalization & Funding	7.85
Competitive Advantage/Rivalry	9.12
Momentum to Take it to Next Level	9.16
Organizational Agility	9.57
Creativity & Innovative Output	8.02
Challenge to the HIT status quo	9.68
Motivation of Team Members	9.51
Potential for Growth	9.43
Visibility	8.32
Viability	8.06
Access to Markets	8.91
Market knowledge/Industry Competence	8.96
MEAN	

Intus Care



Intus Care, a predictive analytics platform designed to improve care outcomes among geriatric patients, recently closed a \$14.1 million Series A funding round. The startup's mission is to improve the way PACE programs use their data so they can maintain and enhance the quality of care they provide to vulnerable seniors. Intus Care is a developer of an innovative predictive analytics platform aimed at improving geriatric care outcomes.

KEY PERFORMANCE INDICATOR	RATING
Mission	8.49
Business Model	8.41
Core Product Value Proposition	8.24
Market Timing	8.18
Problem Oriented Tech Product Differentiation	9.46
Demonstrated Leadership	9.43
Capitalization & Funding	8.90
Competitive Advantage/Rivalry	7.86
Momentum to Take it to Next Level	8.48
Organizational Agility	9.15
Creativity & Innovative Output	9.04
Challenge to the HIT status quo	7.95
Motivation of Team Members	9.53
Potential for Growth	8.58
Visibility	8.03
Viability	8.16
Access to Markets	8.22
Market knowledge/Industry Competence	9.25
MEAN	8.63

Laudio — a startup providing software that automates administrative tasks for frontline nurse managers — recently raised \$13 million in Series B funds. The company’s platform helps managers complete tasks like patient rounding and schedule making more quickly, as well as provides recommendations on how to better engage staff members. The company offers a healthcare management platform for providers aimed at streamlining administrative workflows. The platform also utilizes AI to provide healthcare managers with recommendations on how to engage with their team members to reduce turnover and burnout.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.45
Business Model	9.40
Core Product Value Proposition	9.55
Market Timing	8.65
Problem Oriented Tech Product Differentiation	8.49
Demonstrated Leadership	8.58
Capitalization & Funding	8.39
Competitive Advantage/Rivalry	7.98
Momentum to Take it to Next Level	9.03
Organizational Agility	9.17
Creativity & Innovative Output	9.94
Challenge to the HIT status quo	9.67
Motivation of Team Members	9.05
Potential for Growth	9.49
Visibility	9.24
Viability	9.60
Access to Markets	8.91
Market knowledge/Industry Competence	9.40
MEAN	9.14

Lucem Health



Lucem Health recently closed a \$7.7 million Series A funding round. The startup's platform takes in the data required to fuel AI algorithms that give clinicians insights to improve patient care. Lucem Health™, is a leading provider of transformational clinical AI technology and solutions. Led by Mayo Clinic, Granger Management and Mercy (St Louis), this round builds on Lucem Health's seed funding and includes financing from existing investor Rally Ventures.

KEY PERFORMANCE INDICATOR	RATING
Mission	8.93
Business Model	8.79
Core Product	8.53
Value Proposition	
Market Timing	8.40
Problem Oriented Tech Product Differentiation	8.99
Demonstrated Leadership	8.94
Capitalization & Funding	8.56
Competitive Advantage/Rivalry	7.18
Momentum to Take it to Next Level	7.28
Organizational Agility	9.09
Creativity & Innovative Output	7.24
Challenge to the HIT status quo	7.09
Motivation of Team Members	8.42
Potential for Growth	8.20
Visibility	7.93
Viability	8.18
Access to Markets	8.48
Market knowledge/Industry Competence	8.99
MEAN	8.29

Lyfegen, a startup that provides software for value-based drug contracting, recently raised \$8 million in an oversubscribed Series A financing round. With the new funds, the company — which is based in Switzerland and New York — plans to expand its presence in the U.S., where drug costs are the highest in the world. Lyfegen's value-based contracting software is used by healthcare payers and leading pharma companies, including Novartis, Roche, MSD, Bristol Myers Squibb (BMS) and Johnson & Johnson.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.22
Business Model	9.45
Core Product Value Proposition	9.90
Market Timing	9.67
Problem Oriented Tech Product Differentiation	9.42
Demonstrated Leadership	9.02
Capitalization & Funding	8.95
Competitive Advantage/Rivalry	9.49
Momentum to Take it to Next Level	9.20
Organizational Agility	9.14
Creativity & Innovative Output	9.90
Challenge to the HIT status quo	9.47
Motivation of Team Members	9.10
Potential for Growth	9.56
Visibility	9.23
Viability	9.73
Access to Markets	9.35
Market knowledge/Industry Competence	9.25
MEAN	9.40

MedCrypt, a San Diego-based provider of cybersecurity solutions for medical devices, recently closed a \$25 million Series B funding round. The startup sells its software to medical devices manufacturers so they can enhance the security of their products, which range from pacemakers to CT scanners. US-based medical device cybersecurity company MedCrypt has partnered with Stratigos Security to provide security assessments and penetration testing offering a suite of third-party assessment and advisory services. MedCrypt provides security products and services to some of the biggest medical device manufacturers.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.02
Business Model	9.14
Core Product Value Proposition	9.36
Market Timing	9.34
Problem Oriented Tech Product Differentiation	9.00
Demonstrated Leadership	9.37
Capitalization & Funding	9.35
Competitive Advantage/Rivalry	8.94
Momentum to Take it to Next Level	9.16
Organizational Agility	9.89
Creativity & Innovative Output	9.00
Challenge to the HIT status quo	9.32
Motivation of Team Members	9.88
Potential for Growth	9.49
Visibility	8.74
Viability	9.74
Access to Markets	9.55
Market knowledge/Industry Competence	8.94
MEAN	9.29

Medivis recently raised \$20 million in a Series A funding round that included investments from Mayo Clinic, Bob Iger and Kevin Durant. The New York City-based company’s technology can be thought of as a “virtual GPS system” for surgeons — it helps them navigate complex anatomical landscapes during operations and gives them a more accurate, intuitive understanding of the anatomy with which they’re dealing.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.95
Business Model	9.05
Core Product Value Proposition	9.43
Market Timing	9.07
Problem Oriented Tech Product Differentiation	9.70
Demonstrated Leadership	9.54
Capitalization & Funding	9.50
Competitive Advantage/Rivalry	9.92
Momentum to Take it to Next Level	9.02
Organizational Agility	9.34
Creativity & Innovative Output	9.59
Challenge to the HIT status quo	9.30
Motivation of Team Members	9.21
Potential for Growth	8.77
Visibility	9.75
Viability	8.76
Access to Markets	9.84
Market knowledge/Industry Competence	8.95
MEAN	9.37

Motto



Motto is the latest startup built at Redesign Health. The startup is virtual care platform that is now available for Californians and Texans with autoimmune and chronic inflammatory conditions. It seeks to increase access to care by offering virtual appointments with rheumatologists, condition management services and lifestyle coaching on its telehealth platform.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.64
Business Model	9.29
Core Product Value Proposition	9.42
Market Timing	9.83
Problem Oriented Tech Product Differentiation	9.26
Demonstrated Leadership	9.10
Capitalization & Funding	9.39
Competitive Advantage/Rivalry	9.50
Momentum to Take it to Next Level	9.66
Organizational Agility	9.42
Creativity & Innovative Output	9.01
Challenge to the HIT status quo	9.21
Motivation of Team Members	9.40
Potential for Growth	9.54
Visibility	8.13
Viability	7.48
Access to Markets	9.49
Market knowledge/Industry Competence	9.26
MEAN	9.22

Moving Analytics



Moving Analytics, a telehealth startup that provides remote cardiac rehab, raised \$20 million in Series A funding. It will use the funds to scale its platform, expand its presence in the market and develop content focusing on heart health among women and people of color. The round was co-led by Wellington Access Ventures and Seae Ventures with participation from Philips Ventures, SteelSky Ventures, Aphelion Capital, Nueterra Capital, and Citi Ventures.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.48
Business Model	9.23
Core Product	8.94
Value Proposition	
Market Timing	8.99
Problem Oriented Tech Product Differentiation	9.77
Demonstrated Leadership	9.40
Capitalization & Funding	8.75
Competitive Advantage/Rivalry	8.87
Momentum to Take it to Next Level	9.12
Organizational Agility	9.49
Creativity & Innovative Output	9.19
Challenge to the HIT status quo	9.88
Motivation of Team Members	8.89
Potential for Growth	9.76
Visibility	8.73
Viability	9.45
Access to Markets	7.93
Market knowledge/Industry Competence	8.99
MEAN	9.16

NeuroFlow, a Philadelphia-based provider of behavioral health integration software, recently raised \$25 million in growth capital. The startup differentiates itself from the sea of mental health-focused startups in the digital health world because of its ability to combine effective patient engagement technology with decision support tools for clinical staff. NeuroFlow, the healthcare company leading the industry in removing the systematic barriers to integrating behavioral and physical health.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.02
Business Model	8.88
Core Product Value Proposition	9.01
Market Timing	7.46
Problem Oriented Tech Product Differentiation	7.93
Demonstrated Leadership	9.75
Capitalization & Funding	9.04
Competitive Advantage/Rivalry	8.94
Momentum to Take it to Next Level	8.73
Organizational Agility	9.10
Creativity & Innovative Output	8.32
Challenge to the HIT status quo	8.05
Motivation of Team Members	9.29
Potential for Growth	9.35
Visibility	7.68
Viability	9.21
Access to Markets	8.58
Market knowledge/Industry Competence	8.97
MEAN	8.74

Optain



Ascertain — a healthcare AI company creation platform formed by Northwell Health and Aegis Ventures — has launched its first startup. New York-based Optain, which has gained an initial seed investment of \$12 million, is an AI company meant to enable earlier disease detection and prevention through retinal imaging. The startup plans to use AI-backed retinal imaging to find early signs of disease based on tech from Australian company Eyetelligence.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.56
Business Model	9.68
Core Product Value Proposition	9.35
Market Timing	9.84
Problem Oriented Tech Product Differentiation	9.56
Demonstrated Leadership	8.47
Capitalization & Funding	8.85
Competitive Advantage/Rivalry	8.02
Momentum to Take it to Next Level	9.18
Organizational Agility	9.22
Creativity & Innovative Output	9.04
Challenge to the HIT status quo	9.56
Motivation of Team Members	9.33
Potential for Growth	9.64
Visibility	8.07
Viability	8.59
Access to Markets	8.20
Market knowledge/Industry Competence	8.28
MEAN	9.02

Pearl Health



Pearl Health — a technology company that helps independent physician practices participate in value-based care models — just raised \$75 million in Series B financing. Pearl’s platform leverages data science to help primary care providers focus on patients who are driving expenses and need care the most. Walgreens has partnered with the technology company Pearl Health to assist primary care doctors with software and services they need in the move away from fee-for-service medicine to value-based care.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.69
Business Model	9.60
Core Product Value Proposition	9.03
Market Timing	9.44
Problem Oriented Tech Product Differentiation	9.19
Demonstrated Leadership	9.62
Capitalization & Funding	9.61
Competitive Advantage/Rivalry	9.47
Momentum to Take it to Next Level	9.67
Organizational Agility	9.40
Creativity & Innovative Output	9.06
Challenge to the HIT status quo	9.90
Motivation of Team Members	8.93
Potential for Growth	9.25
Visibility	9.36
Viability	9.96
Access to Markets	9.39
Market knowledge/Industry Competence	9.50
MEAN	9.45

Psych Hub



Psych Hub, a mental health education startup based in Nashville, recently raised \$16 million. The startup provides specialized training for mental health professionals, as well as educational content for patients. The company will use the money it raised to establish a service that matches patients with the mental health provider that is right for them.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.18
Business Model	8.41
Core Product Value Proposition	8.38
Market Timing	9.34
Problem Oriented Tech Product Differentiation	9.47
Demonstrated Leadership	8.40
Capitalization & Funding	7.55
Competitive Advantage/Rivalry	7.93
Momentum to Take it to Next Level	8.56
Organizational Agility	7.39
Creativity & Innovative Output	9.02
Challenge to the HIT status quo	8.40
Motivation of Team Members	8.29
Potential for Growth	8.98
Visibility	8.59
Viability	8.30
Access to Markets	7.77
Market knowledge/Industry Competence	9.16
MEAN	8.51

RapidAI recently closed a \$75 million Series C funding round led by Vista Credit Partners. The company offers an AI platform that helps hospital care teams triage and treat stroke patients more quickly. Artificial intelligence (AI) software developer RapidAI has garnered U.S. Food and Drug Administration (FDA) clearance for its Rapid ASPECTS stroke imaging computer-aided diagnosis (CADx) software. Based on the Alberta Stroke Program Early CT Scoring (ASPECTS) system, Rapid ASPECTS employs a machine-learning algorithm to automatically identify the ASPECTS regions of the brain on noncontrast CT exams. In a few minutes, the software then generates an ASPECT score to indicate early signs of brain infarction.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.70
Business Model	9.85
Core Product Value Proposition	9.20
Market Timing	9.07
Problem Oriented Tech Product Differentiation	9.23
Demonstrated Leadership	9.18
Capitalization & Funding	9.50
Competitive Advantage/Rivalry	9.22
Momentum to Take it to Next Level	9.04
Organizational Agility	9.00
Creativity & Innovative Output	9.30
Challenge to the HIT status quo	9.68
Motivation of Team Members	9.06
Potential for Growth	8.84
Visibility	9.03
Viability	9.10
Access to Markets	9.54
Market knowledge/Industry Competence	9.62
MEAN	9.29

Regard



Regard is a startup selling an AI co-pilot that helps clinicians diagnose medical conditions. Regard announced a new partnership to add to its technology's capabilities. The company is teaming up with OpenAI to release new chatbot functionalities built on OpenAI's large language model GPT-4.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.07
Business Model	9.41
Core Product	9.33
Value Proposition	
Market Timing	9.74
Problem Oriented Tech Product Differentiation	9.15
Demonstrated Leadership	9.07
Capitalization & Funding	9.09
Competitive Advantage/Rivalry	9.43
Momentum to Take it to Next Level	9.56
Organizational Agility	8.10
Creativity & Innovative Output	9.84
Challenge to the HIT status quo	9.89
Motivation of Team Members	8.14
Potential for Growth	9.65
Visibility	9.72
Viability	9.62
Access to Markets	8.20
Market knowledge/Industry Competence	9.10
MEAN	9.23

ReKlame Health



ReKlame Health launched in 2020 to provide affordable, culturally competent behavioral healthcare to Black and Brown communities in New York. The startup announced it is now serving patients in two additional states — New Jersey and Florida.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.69
Business Model	7.43
Core Product Value Proposition	9.09
Market Timing	8.52
Problem Oriented Tech Product Differentiation	8.48
Demonstrated Leadership	8.29
Capitalization & Funding	8.06
Competitive Advantage/Rivalry	8.04
Momentum to Take it to Next Level	8.18
Organizational Agility	9.19
Creativity & Innovative Output	9.09
Challenge to the HIT status quo	7.24
Motivation of Team Members	8.53
Potential for Growth	8.83
Visibility	8.69
Viability	8.65
Access to Markets	7.15
Market knowledge/Industry Competence	8.27
MEAN	8.41

Rippl Care



There is a dearth of professionals with licenses and training to provide care for seniors' mental and behavioral health challenges — such as Alzheimer's and other dementias, anxiety, and depression. Seattle-based Rippl Care is seeking to change this. The startup closed a \$32 million seed funding round led by ARCH Venture Partners and General Catalyst.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.03
Business Model	8.61
Core Product Value Proposition	7.20
Market Timing	8.33
Problem Oriented Tech Product Differentiation	8.06
Demonstrated Leadership	8.12
Capitalization & Funding	9.56
Competitive Advantage/Rivalry	8.20
Momentum to Take it to Next Level	7.85
Organizational Agility	8.53
Creativity & Innovative Output	9.48
Challenge to the HIT status quo	7.08
Motivation of Team Members	8.59
Potential for Growth	9.14
Visibility	9.82
Viability	8.07
Access to Markets	8.52
Market knowledge/Industry Competence	9.37
MEAN	8.53

ShiftMed, an online marketplace for W-2 healthcare workers, recently raised \$200 million in funding. The company's platform allows providers to post their open shifts in hopes they will be filled by local nurses. The round was led by health care-focused Panoramic Ventures with participation from Blue Heron Capital and Audacious Capital.

KEY PERFORMANCE INDICATOR	RATING
Mission	8.14
Business Model	8.52
Core Product Value Proposition	8.00
Market Timing	8.18
Problem Oriented Tech Product Differentiation	9.40
Demonstrated Leadership	8.58
Capitalization & Funding	9.99
Competitive Advantage/Rivalry	8.06
Momentum to Take it to Next Level	8.15
Organizational Agility	8.24
Creativity & Innovative Output	8.38
Challenge to the HIT status quo	8.53
Motivation of Team Members	8.47
Potential for Growth	8.58
Visibility	8.30
Viability	9.17
Access to Markets	8.60
Market knowledge/Industry Competence	9.29
MEAN	8.59

Sibel Health



Medical technology startup Sibel Health recently closed a \$33 million Series B funding round. It will use the funds to grow the company and scale commercialization of its Anne One platform, which captures users' vital signs using wearable sensors. Sibel Health has received a new 510(k) clearance from the US Food and Drug Administration (FDA) for new indications of its ANNE One platform. Its latest clearance is intended for continuous neonatal and infant monitoring for babies born of any gestational age to infants of two years. The ANNE One platform has now received clearance as a clinical-grade continuous monitoring solution suitable for neonates, infants and adults. The platform comprises advanced wearable sensors, artificial intelligence-enabled data analytics and an integrated mobile software and cloud platform.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.25
Business Model	9.38
Core Product Value Proposition	8.85
Market Timing	8.72
Problem Oriented Tech Product Differentiation	9.08
Demonstrated Leadership	9.73
Capitalization & Funding	9.70
Competitive Advantage/Rivalry	8.93
Momentum to Take it to Next Level	9.06
Organizational Agility	8.59
Creativity & Innovative Output	8.91
Challenge to the HIT status quo	8.04
Motivation of Team Members	8.58
Potential for Growth	8.08
Visibility	8.73
Viability	9.00
Access to Markets	9.32
Market knowledge/Industry Competence	8.95
MEAN	8.94

Smile Digital Health



Smile Digital Health recently raised \$30 million in Series B capital. The startup sells its health data fabric platform to providers, payers, digital health vendors and researchers. The platform gives customers the ability to store, search and evaluate patient information.

KEY PERFORMANCE INDICATOR	RATING
Mission	8.79
Business Model	9.60
Core Product Value Proposition	9.14
Market Timing	8.99
Problem Oriented Tech Product Differentiation	9.02
Demonstrated Leadership	9.59
Capitalization & Funding	8.80
Competitive Advantage/Rivalry	9.64
Momentum to Take it to Next Level	9.22
Organizational Agility	9.35
Creativity & Innovative Output	9.18
Challenge to the HIT status quo	9.609
Motivation of Team Members	8.88
Potential for Growth	8.93
Visibility	8.72
Viability	8.94
Access to Markets	8.85
Market knowledge/Industry Competence	9.90
MEAN	9.14

Solv has added direct real-time booking to Solv Connect, its marketplace for same-day and next-day healthcare appointments. This announcement decouples Solv Connect from the company's other software offering, Solv Experience, which is its practice management platform. The first customer the company is announcing for its new-and-improved Solv Connect offering is Carbon Health, a network of primary care and urgent care clinics.

KEY PERFORMANCE INDICATOR	RATING
Mission	8.81
Business Model	8.73
Core Product Value Proposition	8.94
Market Timing	8.28
Problem Oriented Tech Product Differentiation	8.49
Demonstrated Leadership	8.64
Capitalization & Funding	8.99
Competitive Advantage/Rivalry	8.07
Momentum to Take it to Next Level	8.15
Organizational Agility	8.31
Creativity & Innovative Output	9.48
Challenge to the HIT status quo	9.10
Motivation of Team Members	8.83
Potential for Growth	8.80
Visibility	8.52
Viability	9.03
Access to Markets	8.81
Market knowledge/Industry Competence	9.89
MEAN	8.77

Sonio recently gained \$14 million in Series A funding. The Paris-based startup's AI platform automates ultrasound reporting so that healthcare providers can conduct ultrasound exams with greater accuracy, speed and efficiency. In a groundbreaking leap forward for the field of medical imaging, Paris-based fintech startup Sonio has achieved a significant milestone with the FDA's approval of their innovative quality control software. The Sonio Detect software, a cutting-edge AI assistant, promises to transform the way doctors perform fetal-fetal ultrasounds by offering a manufacturer-agnostic solution that enhances the accuracy and efficiency of ultrasound tests.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.14
Business Model	8.64
Core Product Value Proposition	8.25
Market Timing	9.66
Problem Oriented Tech Product Differentiation	8.45
Demonstrated Leadership	9.47
Capitalization & Funding	8.65
Competitive Advantage/Rivalry	6.89
Momentum to Take it to Next Level	7.05
Organizational Agility	8.62
Creativity & Innovative Output	9.24
Challenge to the HIT status quo	7.59
Motivation of Team Members	8.93
Potential for Growth	7.83
Visibility	8.31
Viability	8.38
Access to Markets	8.04
Market knowledge/Industry Competence	8.21
MEAN	8.41

Suvida Healthcare



Suvida Healthcare — a startup providing primary care for Medicare-eligible Hispanic adults — is adopting Elation Health’s primary care-specific technology platform. The platform comprises an EHR, as well as software for patient engagement, telehealth, and revenue cycle management. Suvida Healthcare taps Elation Health to help support Hispanic seniors. The Texas-based company will utilize Elation's primary care platform to scale its Medicare-focused operations.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.87
Business Model	8.85
Core Product Value Proposition	9.75
Market Timing	8.04
Problem Oriented Tech Product Differentiation	9.33
Demonstrated Leadership	8.90
Capitalization & Funding	8.62
Competitive Advantage/Rivalry	9.55
Momentum to Take it to Next Level	9.31
Organizational Agility	9.30
Creativity & Innovative Output	9.74
Challenge to the HIT status quo	9.86
Motivation of Team Members	9.24
Potential for Growth	9.46
Visibility	8.90
Viability	9.20
Access to Markets	8.87
Market knowledge/Industry Competence	9.35
MEAN	9.23

Tempus

"T'EMPUS

Tempus is making precision medicine a reality by applying AI in healthcare, deriving insights from their expansive library of clinical data and molecular data. They enable physicians to make real-time, data-driven decisions to deliver personalized care and targeted therapies for patients through their analytical machine learning platform that uses the power of artificial intelligence in healthcare. They also work with partners to facilitate discovery, development, and delivery of optimized therapeutic options for patients through distinctive solution sets. Products include Data Driven Analytics, AI and Analytical Machine Learning.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.56
Business Model	9.54
Core Product Value Proposition	9.51
Market Timing	9.17
Problem Oriented Tech Product Differentiation	9.78
Demonstrated Leadership	8.99
Capitalization & Funding	9.35
Competitive Advantage/Rivalry	9.20
Momentum to Take it to Next Level	8.67
Organizational Agility	8.35
Creativity & Innovative Output	9.10
Challenge to the HIT status quo	9.02
Motivation of Team Members	9.05
Potential for Growth	9.67
Visibility	8.52
Viability	8.14
Access to Markets	8.80
Market knowledge/Industry Competence	8.61
MEAN	9.06

Upperline Health



Upperline Health, a provider network focused on value-based specialty care, recently raised \$58 million. The startup identifies patients who are seeing specialists four or more times a year and provides them with an interdisciplinary care team that treats them at a clinic, in their home or via phone. Crestline Investors led the latest round, with additional participation from previous investors including Silversmith Capital Partners and Adam Boehler. The capital will be used to drive further growth in Upperline Plus, its Accountable Care Organization (ACO) REACH program.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.75
Business Model	8.94
Core Product Value Proposition	9.28
Market Timing	9.48
Problem Oriented Tech Product Differentiation	9.10
Demonstrated Leadership	9.23
Capitalization & Funding	8.84
Competitive Advantage/Rivalry	9.45
Momentum to Take it to Next Level	9.65
Organizational Agility	9.70
Creativity & Innovative Output	9.85
Challenge to the HIT status quo	9.30
Motivation of Team Members	9.35
Potential for Growth	9.53
Visibility	9.07
Viability	9.67
Access to Markets	8.98
Market knowledge/Industry Competence	9.70
MEAN	9.38

Upstream

UpStream

UpStream — a company that provides technology and services for physicians enrolled in value-based care models — raised \$140 million in Series B funding. The company doesn't charge providers to use its services. It has negotiated rates with Medicare programs and takes on both upside and downside risk — but physicians “only see the upside” because they get paid by UpStream no matter what. UpStream Healthcare, which offers technology and support services for value-based primary care practices, raised \$140 million in Series B funding. The round was co-led by Coatue and Dragoneer, with participation from investors including Avidity Partners, Define Ventures and Mubadala. UpStream had previously announced a \$45 million Series A round in November 2021.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.66
Business Model	9.38
Core Product Value Proposition	9.64
Market Timing	9.20
Problem Oriented Tech Product Differentiation	9.53
Demonstrated Leadership	9.02
Capitalization & Funding	9.37
Competitive Advantage/Rivalry	8.15
Momentum to Take it to Next Level	9.49
Organizational Agility	9.03
Creativity & Innovative Output	9.24
Challenge to the HIT status quo	8.29
Motivation of Team Members	7.95
Potential for Growth	9.92
Visibility	7.92
Viability	9.40
Access to Markets	9.38
Market knowledge/Industry Competence	8.04
MEAN	9.03

A new startup named Uptiv Health launched to make infusion care more accessible and enjoyable for patients. The company, which was built at Redesign Health, is launching its flagship infusion center later this month in the Detroit area. The app provides patients accessible virtual care from onboarding and eliminating all paperwork to appointment scheduling to digital payments. Patients can also use the app to stay in touch with their care team and for symptom-tracking. For providers, the app yields data capture, ongoing disease scoring and assessment and other chronic care management services.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.73
Business Model	9.72
Core Product Value Proposition	9.08
Market Timing	9.25
Problem Oriented Tech Product Differentiation	9.49
Demonstrated Leadership	9.43
Capitalization & Funding	9.43
Competitive Advantage/Rivalry	8.50
Momentum to Take it to Next Level	8.35
Organizational Agility	8.05
Creativity & Innovative Output	8.41
Challenge to the HIT status quo	9.60
Motivation of Team Members	9.04
Potential for Growth	9.65
Visibility	9.40
Viability	9.34
Access to Markets	9.35
Market knowledge/Industry Competence	9.65
MEAN	9.20

WellCent



UC Davis Health announced the first startup to come out of its health tech innovation incubator. The company, named WellCent, is a platform that allows patients and caregivers to onboard medical devices into their home and access digital health resources. The new company has developed a platform to equip patients and caregivers with validated medical devices and resources, making care at home straightforward and seamless. WellCent's integrated care platform filters resources and provides training to make innovations in healthcare easy to use and understand.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.84
Business Model	9.03
Core Product Value Proposition	9.27
Market Timing	9.98
Problem Oriented Tech Product Differentiation	9.22
Demonstrated Leadership	9.46
Capitalization & Funding	9.04
Competitive Advantage/Rivalry	8.94
Momentum to Take it to Next Level	9.35
Organizational Agility	9.50
Creativity & Innovative Output	9.65
Challenge to the HIT status quo	9.68
Motivation of Team Members	9.72
Potential for Growth	9.37
Visibility	9.20
Viability	9.54
Access to Markets	9.45
Market knowledge/Industry Competence	8.79
MEAN	9.34

Yuvo Health



Yuvo Health — a startup focused on enabling value-based care at FQHCs — recently raised \$20.2 million in Series A funding. The company is using the money to expand its reach from New York to Ohio. Yuvo Health launched a new initiative to provide FQHCs with administrative and managed contract services to help them adopt value-based care. The New York startup partnered with the Primary Care Development Corporation to co-develop training programs and support resources to ensure FQHCs are positioned for success in these care models.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.73
Business Model	8.70
Core Product Value Proposition	9.09
Market Timing	9.15
Problem Oriented Tech Product Differentiation	9.46
Demonstrated Leadership	9.08
Capitalization & Funding	8.97
Competitive Advantage/Rivalry	8.14
Momentum to Take it to Next Level	9.02
Organizational Agility	9.17
Creativity & Innovative Output	8.80
Challenge to the HIT status quo	9.38
Motivation of Team Members	8.43
Potential for Growth	8.98
Visibility	8.12
Viability	8.62
Access to Markets	8.10
Market knowledge/Industry Competence	9.05
MEAN	8.88

A new startup named Zuri Fertility recently launched. Its platform provides resources for patients who are trying to conceive — including telehealth, at-home testing, prescriptions, mental health services, education and care coordination. Zuri Health, a digital health startup headquartered in Nairobi, Kenya, has secured an undisclosed investment from Five35 Ventures, an early-stage venture capital firm investing in female-focused startups. This investment is coming on the back of an earlier investment in the company by Moroccan based UM6P Ventures in January 2023. UM6P Ventures invests in Zuri Health to support growth and expansion. Zuri Health says that this investment will help in its expansion and the enhancement of its technological infrastructure and attraction of top talent to accelerate product development and innovation.

KEY PERFORMANCE INDICATOR	RATING
Mission	9.75
Business Model	7.20
Core Product Value Proposition	7.69
Market Timing	6.68
Problem Oriented Tech Product Differentiation	9.07
Demonstrated Leadership	7.54
Capitalization & Funding	8.03
Competitive Advantage/Rivalry	7.21
Momentum to Take it to Next Level	8.16
Organizational Agility	7.01
Creativity & Innovative Output	9.63
Challenge to the HIT status quo	7.40
Motivation of Team Members	8.98
Potential for Growth	7.52
Visibility	8.38
Viability	8.05
Access to Markets	7.85
Market knowledge/Industry Competence	9.19
MEAN	8.07

Appendix

BLACK BOOK MARKET RESEARCH SURVEYS & IT USER POLLING

We hope that the data and analysis in this report will help you make informed and imaginative healthcare technology business decisions. If you have further requirements, the Black Book research team may be able to help you. For more information about Black Book's custom survey capabilities, please contact us directly at research@blackbookmarketresearch.com

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