

UCSF | Health Hub

Osher Mini Med Lecture



October 2018

Who is this guy?





UCSF

UCSF Center for Digital Health Innovation

Revolutionizing Healthcare with AI



SuperSonic Imagine

SuperSonic



**Breathing life into
Lumen**



**Aging by Design:
Innovation Action Map**

frog & AARP

FAST COMPANY

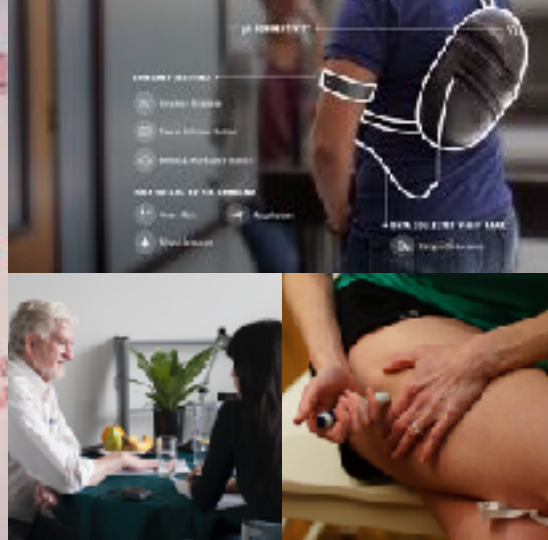
**frog Designs A Life-
Saving MRI Machine
For Newborns**

A new system makes getting an MRI—sometimes a dangerous experience for newborns in critical care—easier and safer.

RA Experience

BIOLOGICS EXPERIENCE

frog helped a Merck define a new business portfolio of supporting products and services that improve the experiences of patients and their caregivers, physicians and their staff - leading to differentiation and greater adoption of their new entrant of Biosimilar products.



+
UCSF
PRECISION PUBLIC
HEALTH CONFERENCE

The focus was to design solutions that leverage big data within precision public health, to create impact for children in the first 1000 days.



+

UCSF

Smarter Health



Rachel Delcut, M.D., M.S.I.P.H.
Team Leader
UCSF

UCSF CENTER FOR DIGITAL HEALTH INNOVATION

Revolutionizing Healthcare with AI

What's Happening in Digital Health?



Medicine + Data Science

Human limitation and error hinders modern health.

- **Poor care:** People receive recommended care only 55% of the time.
- **Slow adoption:** It takes 17 years to integrate research evidence & innovation into clinical practice.
- **Rapidly accelerating knowledge:** The doubling time will increase from 50 years in 1950, to 73 days by 2020.

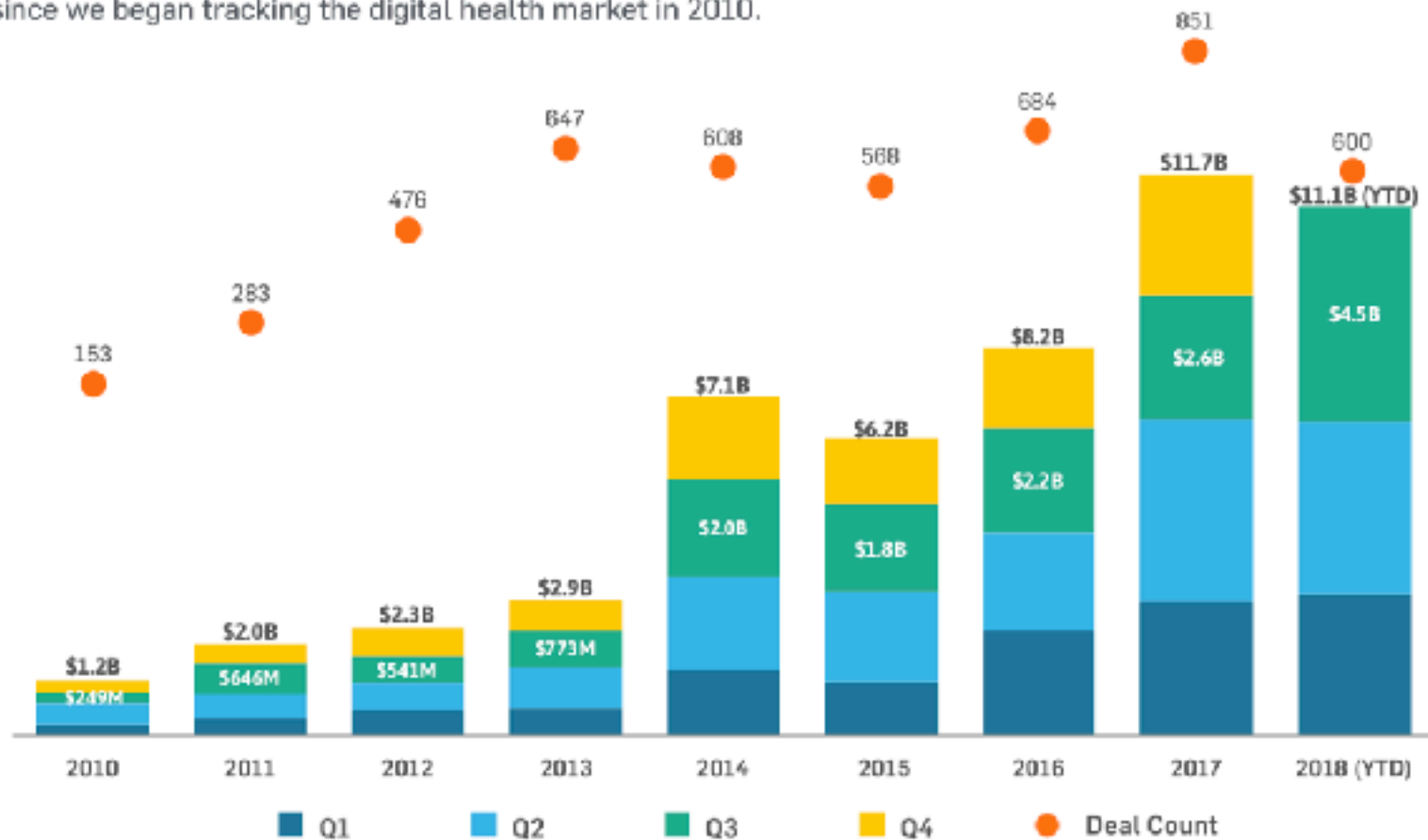
State of Investment

- **Q3 2018: Largest Quarter to Date** \$4.5B digital health funding. \$11.1B YTD
- **Building Towards Another Record Year** Q3 2018 surpassed Q3 2017 by almost \$2B in funding and 70 deals.
- **A Maturing Market** Higher deal count for mid- late stage companies and Series B-F make up 43% of 2018 deals, highest percent since 2010



FUNDING SNAPSHOT: YEAR OVER YEAR

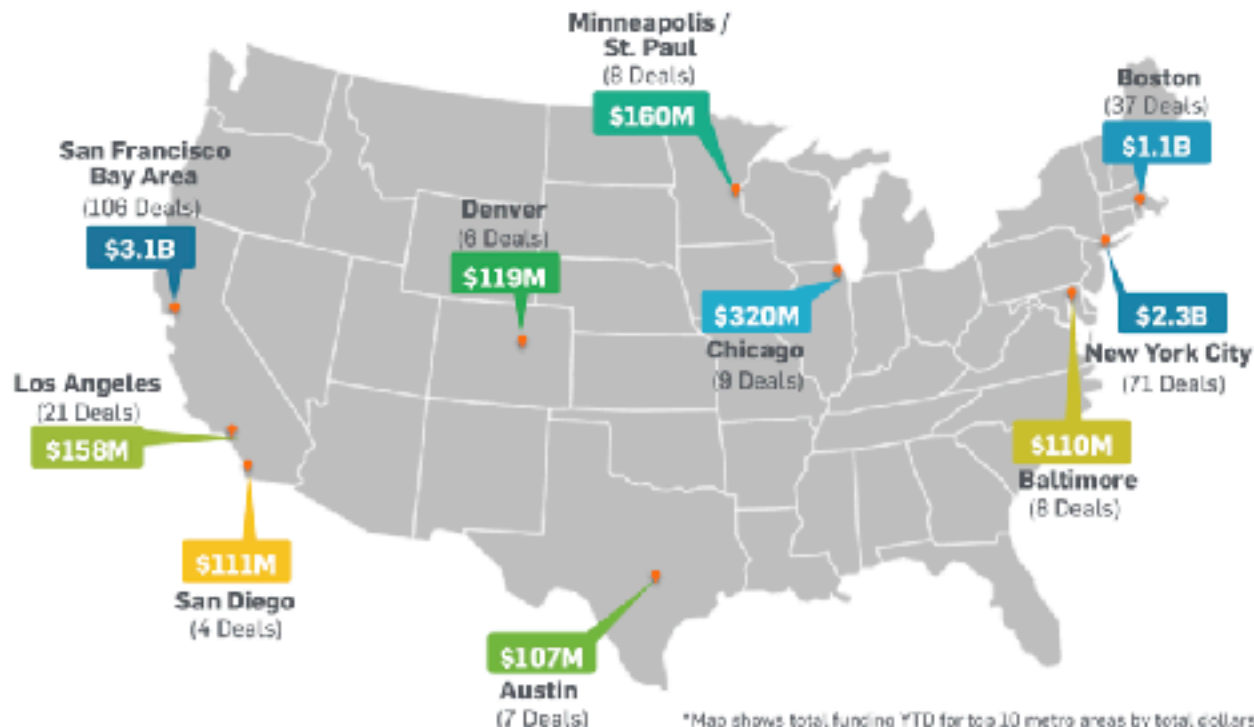
Digital health funding is on track to surpass 2017 funding totals by almost \$1B, making this year's third quarter the largest quarter since we began tracking the digital health market in 2010.



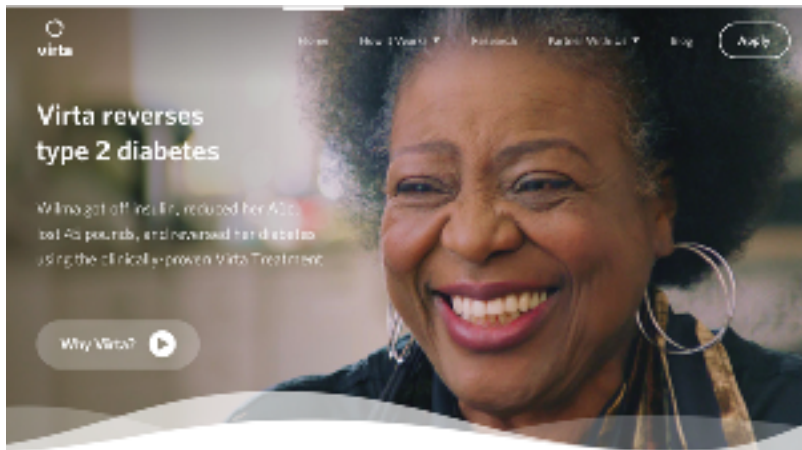
THE MOST ACTIVE U.S. METRO AREAS OF 2018 (YTD)

The Greater New York City ecosystem saw nearly \$1.6B across 25 deals in Q3, which surpassed that of any other metro area including the San Francisco Bay Area (\$865M, 29 deals). Over 50% of total deals and dollars went to the Big 3: Bay Area, Boston, and NYC.

Region	Q3 Deal Count	YTD Deal Count
1 SF Bay Area	29	106
2 New York City	25	71
3 Boston	13	37
4 Los Angeles	12	21
5 Chicago	2	9
6 Minneapolis	3	8
6 Seattle	3	8
6 Baltimore	3	8
7 Austin	0	7
8 Denver	2	6
8 Philadelphia	1	6
8 Miami	2	6



*Map shows total funding YTD for top 10 metro areas by total dollars (USD)



What's missing?



Why UCSF Health Hub?



Can we work with UCSF?

400



No Shortage of Innovation



No Shortage of Accelerators/Incubators

CEDARS MT. SINAI/TECHSTARS

UT ANDERSON

Y COMBINATOR

QB3

ROCK HEALTH

MIT LABCENTRAL

HARVARD I-LAB

INDIEBIO

NOVARTIS BIOME



**“UCSF is literally in my backyard
....but they are impossible to work with.”**

(CEO with \$42m financing .8m from Mission Bay)



Connecting Healthcare Visionaries

We connect ideas and companies with the people, expertise, and capital to scale breakthrough healthcare solutions.

APPLY NOW



UCSF Health Hub is a private, curated growth studio of founders, doctors, researchers, investors, mentors and advisors purpose built to support breakthrough healthcare ventures.

Health Hub is a registered 501C3 organization dedicated to connecting the best minds on the planet to advance healthcare worldwide.





I AM A FOUNDER

better
connections,
capital and
access to
patient
populations
for validation



I AM AN ADVISOR

want to
provide
maximum
value for their
experience
and expertise.



I AM A DOCTOR

opportunities
to partner to
further their
work,
business
expertise



I AM AN INVESTOR

want high quality
introductions



Kristian Ranta
Founder & CEO, Maru Health



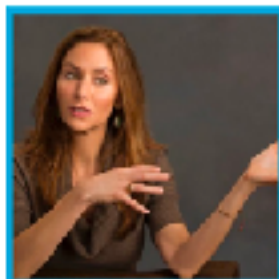
Lisa Diamond
Co-founder & CEO Pinpoint Science



Osh Agabi
Founder & CEO, Koniku



David Fox
Impact Investor & Advisor



Camille Samuels
Partner at Venrock



Neil Devani
Investor Singularity Holdings VC



Robert Wachter
Professor and Chair, Dept. of Medicine,
UCSF



Cameron Sepah
EIR/Investor at Trinity Ventures,
Psychiatry Professor, UCSF Medical
School



Dena Bravata M.D., M.S.
Healthcare Entrepreneur & Advisor



Nick Friedman
Product Strategy | Product Marketing |
Advisor and Consultant | Former
Googler



Robert Chang
Digital Health Advisor and Evangelist



Lisa Carmel
Senior Strategy | Business
Development Executive

Health Hub is **one door** to
access the UCSF ecosystem.

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Health Hub is also the door for internal UCSF projects to access the digital health community.

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**SILICON
VALLEY**



The UCSF Health Hub Experience



Navigators



Clubhouse



Connect



Events

Connect with the right UCSF and Health Hub resources to achieve your next milestone

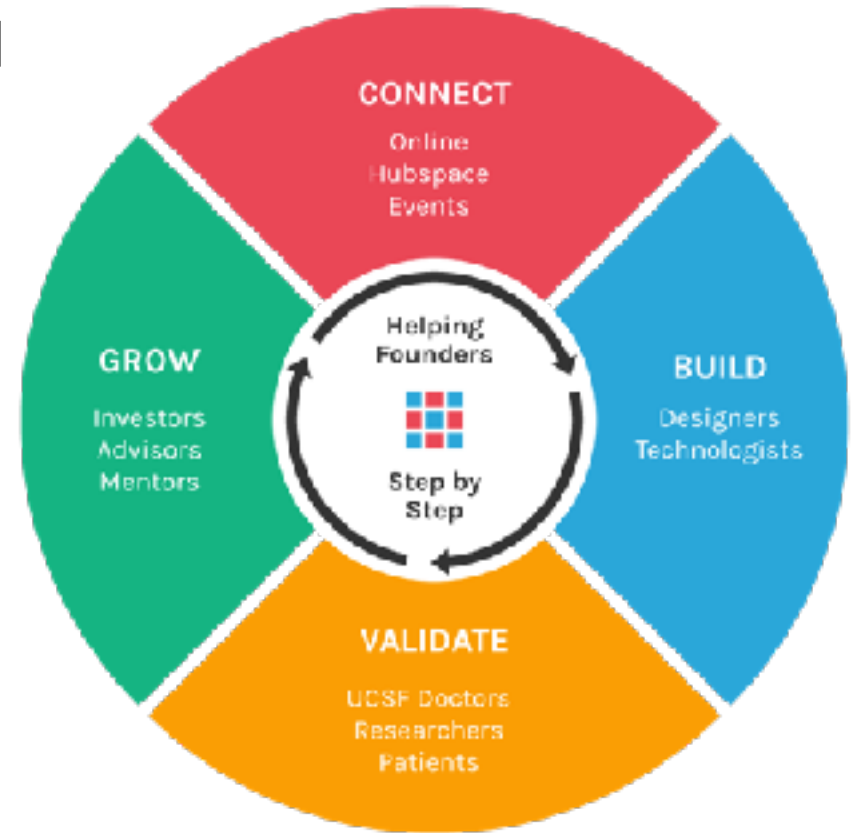
Sign up on Health Hub Connect

Complete a Brief

Consult with a Navigator
(refine your needs assessment)

Get initially matched

Retain a Navigator throughout the process



Health Hub Connect is a 3rd generation matching system, along the lines of a match.com, but for connecting healthcare and technology professionals who can help healthcare-related companies scale and grow.

Sign up takes less than 5 minutes and you will be asked to log in using LinkedIn.

Apply:

I'm an advisor, investor, doctor, or researcher who can bring ideas to market.

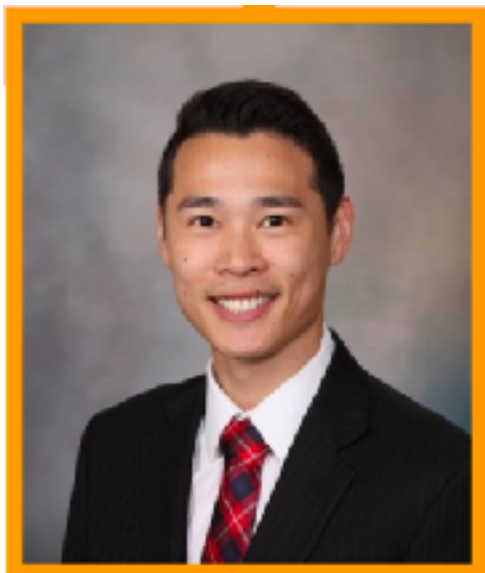
I AM AN ADVISOR

Do you have a UCSF profile?
Apply here

OR

I'm a company or founder with a grant or seed funded idea.

I AM A COMPANY



Jack Jeng

FUNDRAISING MENTOR AND INVESTOR



Heart Genome

AI driven platform for early screening, monitoring and intervention for cardiovascular diseases
<https://heartgenome.com>

Millions of people globally are affected by some of cardiovascular diseases. Currently methods of detection (imaging, lab tests, invasive or intractable) for clinical guidance. Our mission is to reduce mortality and risk of symptom emergence by leveraging our platform for complex diseases starting with cardiovascular diseases.

We are a team of Stanford Professors, Entrepreneurs with 17% ownership ~ the completed IIR study that will be published soon.

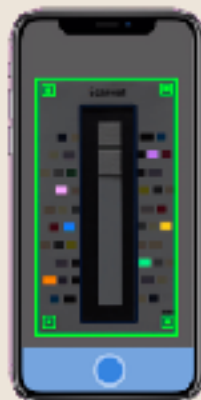
SEEKING PARTNERS



Scanwell

SEARCH

ON-DEMAND RELIEF FOR URINARY TRACT INFECTIONS



Find out if you have a UTI in 3 minutes and get a same-day prescription

ORDER TEST KIT \$19





David Fox

CHIEF BUSINESS MENTOR, FUNDRAISING MENTOR, AND INVESTOR

"Funded and built multiple companies with successful exits."





Karunesh Ganguly

neuro³lab
neuroplasticity * neuroengineering * neurorehab

helo

SCIENCE SETUP / ADMIN / INFO / PAGES / HELP / LOGIN

MASTER/POSTER

Flow State

Backed by 15+ years of clinical research, neuroplasticity based, effective, and easy to use.

Watch Video

Principal Investigator, Clinical Research Specialist

Seeking an Advisor: Principal Investigator, Clinical Research Specialist

Solve/late engaged in leading research in their respective domain, invaluable to companies seeking expert guidance to design, validate, and/or conduct trials through early clinical trials.

Adviser Goals

- ✓ Run/late trials in/ace or oversee the above mentioned indicators
- ✓ Helping the success of goal at run large-scale (potentially multi-center) trials

★ Skills

📌 Industries

Neurology

Clinical Trials

Addition

More... HAS TH





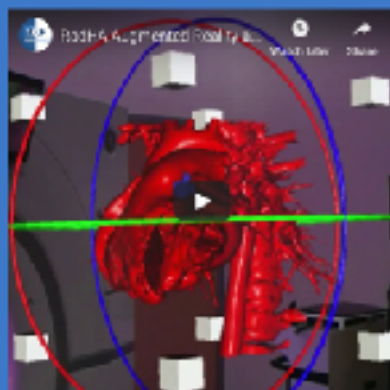
James Hong

FUNDRAISING MENTOR, OPERATIONS SPECIALIST, AND INVESTOR



HoloSurg3D

SAFER SURGERY WITH AUGMENTED REALITY



Introducing "RadHA"

With HoloSurg3D's groundbreaking Augmented Reality software app, "RadHA" (Radiology with Augmented Reality), we allow surgeons to view radiology images in a completely new way: providing 3D radiology images onto a real world background. This helps surgeons to better:

- Educate patients about their surgeries
- Understand complicated anatomy before surgery
- "Roadmap" important structures during surgery, making surgery faster, safer, and more efficient.

Learn More

Sales/Business Development Specialist

Seeking an Addition: Sales/Business Development Specialist

We are seeking someone for our sales who knows their healthcare sector, has excellent patient/physician contacts and can make an immediate or near-term income generating impact on our revenues.

At a Glance Goals

- Help secure additional business for existing and beginning organizations with the right technology, product and/or service that can drive growth.
- Monitor trends in the field to help determine future, emerging opportunities, pricing, services and partner relationships for our clients.
- Support communications and promotional activities for existing goals and/or emerging as well as new product, service, technology, etc. for our clients.

Skills

• Interpersonal Expertise
 • Health Care Development
 • Sales/Marketing
 • Creativity/Biz Dev
 • Health Care Systems
 • Clinical & Patient Practice

Insights

• Strategic
 • Healthcare IT
 • Marketing
 • Hospital
 • Healthcare Administration
 • Regulation
 • Clinical Trials
 • Value Based Care
 • Healthcare Value



Sign up now at www.ucsfhealthhub.com
or contact david@ucsfhealthhub.com



Health Hub can connect and generate enabling systems, along the lines of a marketplace, just for connecting healthcare and technology professionals who can help healthcare and companies scale and grow.

Apply:

Find an advisor, investor, doctor or researcher who can bring you to market

Find a company or founder with a great or novel idea to scale

TAKE AN ADVISOR

FIND A COMPANY

