

Healthtech Partnership Tracker

An overview of notable startup-level partnerships

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Introduction

Healthtech startups are partnering with corporations, insurers, government agencies, and other startups to increase market size, develop new products, and forge relationships with potential acquirers. Partnerships represent a key strategy for business development and can provide important insight relevant to market trends and growth opportunities. Our healthtech partnership tracker seeks to provide an extended list of recently announced partnerships. We also provide an overview of partnership trends with an analysis of key partnership types.

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Partnerships between startups and corporations

Startups are partnering with corporations to develop new products and enhance market size and/or product offerings by leveraging the corporation's existing technology and customer base. Corporations leverage these partnerships to turn existing customer touch points into care delivery opportunities, develop personalization plays, and enhance customer experiences by incorporating healthtech data. Large tech firms, such as Amazon, Google, Apple, Microsoft, and Facebook, have been partnering with healthtech firms for several years. This year, Amazon launched an accelerator program for healthcare startups in the UK and introduced AWS for Health, which helps clinical teams leverage solutions to aggregate, manage, and transmit data across the care continuum. Amalgam Rx, which provides software-as-a-service (SaaS)-enabled solutions to connect healthcare providers and life sciences companies, runs on AWS. In addition to Big Tech's entrance into healthtech, we note an influx of partnership activity among medium-sized retailers and healthtech startups.

Select partnerships between healthtech startups and corporations

Startup	Partner	Significance	Date
Lifesum	Samsung	This partnership enabled Lifesum to become a nutrition partner on Samsung's Galaxy Watch4 series.	August 2021
HealthBeacon	Hamilton Beach Brands	This partnership established Hamilton Beach Brands as the exclusive marketer and distributor for HealthBeacon in the US and Canada. Hamilton Beach Brands hopes partnering with HealthBeacon will enable its expansion into the home health & wellness market.	September 2021
ScriptDrop	Uber	This partnership enabled Uber to expand its prescription delivery business.	March 2021
Higi, Vous Vitamins	Giant Eagle	This partnership enabled Giant Eagle to provide in-store customers with a "virtual vitamin aisle" and place orders for home delivery.	May 2021

Source: PitchBook

In the appendix, we highlight recent partnerships between healthtech startups and corporations and note whether the partnership was created to develop a new product or solution, or to enhance a current offering and/or provide a current offering to a larger market.

Partnerships between startups and insurers

Rising healthcare costs drive insurers to partner with healthtech firms to streamline operations such as underwriting and billing and increase their value-based care offerings. These partnerships may result in M&As. Cigna, an insurer, invested in MDLive's \$50.0 million Series E in August 2018 before acquiring the telemedicine platform for \$2.03 billion in April 2021.

Select partnerships between healthtech startups and insurers

Startup	Partner	Significance	Date
Friday Health Plans	W3LL	This partnership was established to power online sales using W3LL's white-label health insurance direct enrollment platform.	October 2021
Spring Health	Guardian Health	This partnership was forged to develop behavioral health solutions for Guardian's beneficiaries. Guardian also invested in Spring Health's \$190.0 million Series C.	September 2021
CareVoice	Cigna	This partnership was established so Ciga could use CareVoice's health-related application, as well as extend its reach.	September 2021
Dedicated Senior Medical Centers, ChenMed subsidiary	Independence Blue Cross	This partnership enabled Dedicated to open four centers in Philadelphia County.	June 2018

Source: PitchBook

Partnerships between startups

Startups are partnering with each other to increase market potential and develop new products. We note several partnerships being forged between startups to develop holistic employer benefit packages.

Select partnerships between healthtech startups

Startup	Partner	Significance	Date
LifeScan	Noom	This partnership was established so that Noom could leverage LifeScan's blood glucose tracking technology to develop a diabetes support program.	July 2021
OneMedNet	Arterys	This partnership was established to accelerate OneMedNet's access to clinical AI products and solutions.	October 2021
Beam Dental	Angle Health	This partnership was established so that Beam Dental's dental insurance would be offered to Angle Health's corporate benefits clients.	September 2021
Gympass	Calm, Neou, Tempus	This partnership was established so that the various partner solutions would be available to Gympass corporate benefit clients.	Multiple

Source: PitchBook

Alliances and partnerships with government agencies

Alliances

Cohorts of companies have developed alliances to tackle health-related issues. Various large employers, such as Walmart, Accenture, Best Buy, Target, State Farm, and so on, formed an alliance with Grand Rounds Health and Doctors On Demand to design a digital health program aimed at tackling health disparities among employees of color. On April 28, 2021, Cloud DX announced an alliance with virtual care providers Maple and Curatio to create a new Canada-wide COVID-19 home monitoring program.

Government agencies

To improve public health, especially in the wake of COVID-19, government agencies have engaged in partnerships with healthtech startups.

Select partnerships between healthtech startups and government agencies

Startup	Partner	Significance	Date
Aetion	US Food and Drug Administration (FDA)	This partnership was established to advance the understanding of COVID-19 by using real-world data.	October 2021
TytoCare	National Health Service (NHS)	This partnership allowed NHS to deploy TytoCare's telehealth solution across 14 organizations and 26 projects to allow clinicians to diagnose and treat patients virtually.	September 2021
TransformativeMed	Red One Medical	This two-year exclusive partnership will help provide VA Puget Sound Health System doctors with real-time access to comprehensive clinical dashboards.	September 2021
ESO	Virginia Department Of Health	This partnership was established to build a comprehensive, statewide network for collecting and tracking healthcare and public safety data from EMS agencies, fire departments, and hospitals.	March 2021

Source: PitchBook
*As of October 2021

Appendix

Partnerships between healthtech startups and government agencies

Startup	Raised to date (\$M)*	Last known valuation (\$M)*	Partner
ESO	\$139.2	\$22.5	Virginia Department Of Health
TransformativeMed	\$11.5	\$13.3	Red One Medical
TytoCare	\$152.0	\$109.4	NHS
Aetion	\$203.6	\$580.0	FDA

Source: PitchBook
*As of January 2021

Partnerships between healthtech startups and corporations

Startup	Raised to date (\$M)	Last known valuation (\$M)	Partner	Purpose
AliveCor	\$151.0	\$515.0	Omron	Development
BraveHeart	\$20.6	\$12.6	ADI	Development
Care Access	\$259.8	\$2,200.0	Eli Lilly	Development
Collective Benefits	\$22.6	\$33.9	EQL	Development
Curebase	\$17.6	\$65.0	Adaptive	Development
etectRX	\$1.2	N/A	Pear Therapeutics	Development
Genomenon	\$16.5	\$8.3	Alexion	Development
Innovaccer	\$378.1	\$3,150.0	Roche	Development
NICO.LAB	\$13.9	N/A	Philips	Development
OMNY	\$5.7	N/A	Sensyne	Development
Proximie	\$57.2	\$108.1	Teladoc Health	Development
Rimsys	\$14.1	\$35.8	Clarivate	Development
swyMed	\$1.1	N/A	MaxLife	Development
Syntegra	\$8.7	N/A	Mirador Analytics	Development
Temedica	\$18.9	N/A	Roche	Development
Viome Life Sciences	\$160.5	\$482.5	GSK	Development
MD Live	\$211.9	\$2,090.7	Walgreens	Development
Amalgam Rx	\$2.1	\$6.9	AWS for Health	Development
Babylon	\$1,065.0	\$3,970.0	Microsoft	Development
CommonHealth	N/A	N/A	Samsung	Development
GiveVision	\$1.1	\$2.2	Sony	Development
98point6	\$252.5	\$518.7	XpresSpa	Offering
Babyscripts	\$37.1	\$49.5	Privia Health	Offering
Carrot	\$114.2	\$260.0	Accolade	Offering
Digital Pharmacist	\$13.0	\$125.0	Vow	Offering
eHealth	\$730.0	\$293.3	Sciensano	Offering
EZaccessMD	\$1.1	N/A	BioTech X-ray	Offering
FitOn	\$33.0	\$25.0	Nautilus	Offering
Ginger	\$236.0	\$3,000.0	Accolade	Offering

Partnerships between healthtech startups and corporations (cont.)

Startup	Raised to date (\$M)*	Last known valuation (\$M)*	Partner	Purpose
HealthJoy	\$56.0	\$95.0	BRMS	Offering
Healthx	\$36.6	\$28.0	Plexis	Offering
Human API	\$38.1	\$100.0	Cleared4	Offering
Inscripta	\$459.5	\$1,300.0	Onyx	Offering
Klara	\$32.0	N/A	Credit Suisse	Offering
L7 Informatics	\$21.0	\$43.0	SciBite	Offering
Maize	N/A	N/A	Aegify	Offering
Medly Pharmacy	\$355.4	\$975.0	Talkspace	Offering
Redox	\$98.2	\$310.0	Withings	Offering
RideHealth	\$16.0	\$29.0	Syneos Health	Offering
Seqster PDM	\$11.0	\$44.0	Perigon Health 360	Offering
Smile CDR	\$20.0	N/A	IDENTOS	Offering
Spire Health	\$63.0	\$1.7	Mayo Clinic	Offering
Trellus Health	\$45.0	\$90.7	Connected Health	Offering
VirtualHealth	\$24.5	\$84.0	Inovaare	Offering
Wellth	\$17.4	\$36.5	Magellan Health	Offering
Zipdrug	\$23.8	\$13.2	MedAvail	Offering
Phosphorus	\$31.4	\$41.0	WithHealth	Offering
Sensely	\$27.7	\$50.0	NAS	Offering
eFamilyCare	\$3.1	\$13.1	Competitive Health	Offering
Cult	\$552.5	\$1,565.0	Easy Trip Planners	Offering
DocGo	\$158.0	\$1,100.0	Carnival Cruise	Offering
Fullife Healthcare	\$44.0	\$39.1	EID Parry	Offering
HealthBeacon	\$57.4	\$111.1	Hamilton Beach Brands	Offering
Higi	\$65.2	\$14.4	Giant Eagle	Offering
Higi	\$65.2	\$14.4	Kroger	Offering
ScriptDrop	\$32.3	\$135.0	RightAid	Offering
The Nue Co.	\$46.6	\$34.9	Sephora	Offering
Transcarent	\$298.0	\$1,820.0	Walmart	Offering
Vault Health	\$31.7	\$87.5	Doordash	Offering
VillageMD	\$6,546.0	\$3,416.7	Walgreens	Offering
Lifesum	\$48.2	N/A	Samsung	Offering
Teladoc Health	\$506.9	\$703.9	Microsoft	Offering
ScriptDrop	\$32.3	\$135.0	Uber	Offering

Source: PitchBook
*As of January 2021

Note: Partnerships designated with a development purpose were created to develop new products. Those designated as an offering were created to increase what they offer to clients, using existing products.

Partnerships between healthtech startups and insurers

Startup	Raised to date (\$M)*	Last known valuation (\$M)*	Partner
Ada Health	\$156.5	\$172.8	AXA OneHealth
BerniePortal	\$3.3	N/A	Guardian
Biofourmis	\$145.0	N/A	Integra Community Care Network
CareVoice	\$4.1	N/A	Cigna
ChenMed	N/A	N/A	Blue Cross Blue Shield of Michigan
Democrance	\$2.4	\$12.7	MetLife
Dialogue	\$156.1	N/A	Miller
DrFirst	\$102.0	\$145.0	Independent Health
Friday Health Plans	\$185.7	\$51.1	W3LL
GoHealth	\$1,035.3	\$6,585.2	Aunt Bertha
Kumanu	\$10.9	\$25.0	ProMedica
MicroEnsure	\$33.6	\$60.5	Chamasure
Noyo	\$16.5	\$57.5	Guardian
Nymbi Science	\$10.4	\$15.0	Blue Cross Blue Shield of Kansas
Oak Street	\$651.7	\$5,761.0	Humana
Oscar	\$3,355.4	\$7,922.5	Cigna
Pager	\$153.1	\$220.0	Blue Cross Blue Shield
PAI Health	\$31.6	N/A	Cigna
Ria Health	\$0.2	\$0.6	Highmark
Safekeep	\$0.3	N/A	Duck Creek Technologies
Sleepio	\$129.9	\$90.7	Aetna
Spring Health	\$297.5	\$2,000.0	Guardian Life
VisuWell	\$4.5	N/A	athenahealth Marketplace
Welltok	\$354.7	\$625.0	Humana

Source: PitchBook
*As of January 2021

Partnerships between healthtech startups

Startup	Raised to date (\$M)*	Last known valuation (\$M)*	Partner	Raised to date (\$M)*	Last known valuation (\$M)*
3AM Innovations	\$2.3	N/A	3AM	\$109.4	\$4,300.0
Aktana	\$113.8	\$150.0	Real Chemistry	\$50.0	N/A
AlayaCare	\$294.1	N/A	Option Care	\$125.0	\$1,250.0
ALOHA	\$70.8	N/A	Travala	\$1.9	\$24.6
Alto	\$394.0	\$600.0	Maven	\$202.0	\$1,000.0
APOLLO	\$11.7	N/A	Finaeo	\$6.3	N/A
AppliedVR	\$70.9	\$121.0	Curebase	\$17.6	\$65.0
Arterys	\$72.1	\$48.0	OneMedNet	\$14.5	\$72.5
athenahealth	\$44.7	\$17,000.0	HybridChart	\$0.0	N/A
Beam	\$173.5	\$456.0	Angle	\$5.2	\$2.1

Partnerships between healthtech startups (cont.)

Startup	Raised to date (\$M)*	Last known valuation (\$M)*	Partner	Raised to date (\$M)*	Last known valuation (\$M)*
BioIntelliSense	\$84.5	\$900.0	Seqster	\$11.0	\$44.0
Carbon Health	\$537.9	N/A	Alertive	\$4.3	\$0.3
CareConnectMD	\$7.8	\$50.0	Curve Health	\$6.0	\$19.5
Castor	\$63.3	N/A	Trialbee	\$29.7	N/A
Cecelia Health	\$24.4	\$26.2	LifeScan	\$8.1	\$2,100.0
Centivo	\$117.9	\$380.9	Health Payment Systems	N/A	N/A
dacadoo	\$74.9	\$129.5	Autumn	N/A	N/A
Datavant	\$83.0	\$7,000.0	Trio Health	\$3.8	N/A
Diet ID	\$1.6	\$4.3	Fruit Street	\$42.4	\$55.0
Doctible	\$8.4	\$12.4	Carestream	\$34.2	\$3,000.0
Eight Sleep	\$188.6	\$387.5	Barry's	\$17.1	\$700.0
Equipsme	\$6.2	\$14.6	Simply Business	N/A	\$476.0
Excelera	\$4.9	N/A	Aptitude Health	N/A	N/A
foodspring	\$33.6	N/A	squarelovin	N/A	N/A
Freeletics	\$70.0	\$56.0	Fnatic	\$55.8	\$102.5
Genome Medical	\$120.0	\$230.0	Outcomes4Me	\$16.5	\$52.0
GenXys	\$6.5	\$9.8	Helix	\$435.0	\$370.0
GrandPad	\$31.1	\$79.0	WelbeHealth	\$66.7	N/A
Gravie	\$72.1	\$72.5	Decisely	\$60.8	N/A
Happify Health	\$118.8	\$435.1	NPF	\$271.1	\$95.0
Headway	\$107.3	\$770.0	Zocdoc	\$504.0	\$1,600.0
Health Gorilla	\$28.2	\$55.0	HealthTap	\$85.5	\$650.0
HealthEngine	\$37.1	N/A	Chemist2U	\$2.5	N/A
HealthVerity	\$142.3	\$720.0	Datavant	\$83.0	\$7,000.0
Igloo	\$16.0	N/A	Ritase	\$12.9	N/A
Intel	\$58.8	\$100.4	Aible	\$26.4	\$101.4
InteraXon	\$29.8	\$21.4	Celeri Health	\$0.6	N/A
Jasper Health	\$9.8	\$16.8	BioIntelliSense	\$84.5	\$900.0
Lilu	\$0.2	\$1.7	Nextiles	N/A	N/A
Luma Health	\$165.2	\$66.1	Azara	N/A	N/A
Medchart	\$19.1	N/A	Filevine	\$101.4	\$488.0
MediBuddy	\$56.1	\$122.8	Milaap	\$12.0	N/A
MEDICAL-NOTE	\$2.0	N/A	Imbio	\$1.5	N/A
mPulse Mobile	\$47.4	\$141.0	CareSource	N/A	N/A
Nayya	\$50.8	\$234.6	Ease	\$71.5	\$200.0
Noom	\$668.8	\$4,240.0	LifeScan	\$8.1	\$2,100.0
Omada	\$257.5	\$632.5	CirrusMD	\$46.0	\$110.0

Partnerships between startups (cont.)

Startup	Raised to date (\$M)*	Last known valuation (\$M)*	Partner	Raised to date (\$M)*	Last known valuation (\$M)*
Optimity	\$3.3	N/A	Health Gorilla	\$28.2	\$55.0
OPUM	\$1.3	N/A	Habit Health	N/A	\$100.0
PHARMASEAL	\$2.7	\$2.0	Medrio	\$33.6	\$100.0
Proscia	\$35.3	\$83.0	XIFIN	\$6.0	N/A
ReferWell	\$7.4	\$9.0	HealthMine	\$78.5	\$50.5
Reliant Immune Diagnostics	\$36.0	\$109.6	Blink Science	\$2.5	N/A
Rimidi	\$14.0	\$13.3	Leon Medical Centers	N/A	N/A
Rx.Health	\$13.7	\$102.0	LiveCare	\$1.3	N/A
Scanwell Health	\$3.9	N/A	Lemonaid Health	\$58.5	\$400.0
Seed Health	\$43.8	\$175.0	Atmos	\$121.5	\$168.5
Signify	\$790.4	\$5,403.6	Stats Perform	N/A	\$280.0
SleepCheck	\$0.7	N/A	Doctors on Demand	\$5.0	N/A
Spill	\$3.7	\$10.2	Iwoca	\$478.1	\$136.2
Synapse Medicine	\$10.5	\$31.0	Dedalus	\$34.7	\$167.8
Talix	\$18.5	\$53.5	Edifecs	N/A	N/A
Tegria	\$10.2	N/A	Cedar	\$619.2	\$3,200.0
Tempus	\$1,070.0	\$8,100.0	Sermonix Pharmaceuticals	\$73.9	\$112.0
Trialbee	\$29.7	N/A	Castor	\$63.3	N/A
Truepill	\$256.5	\$1,600.0	Sesame Care	\$51.6	\$103.6
uMotif	\$18.8	\$36.5	Xperiome	\$8.9	\$8.2
VCI	\$254.2	\$319.0	New York	\$1,122.3	\$7,000.0
Vineti	\$125.3	\$55.0	Lykan	\$6.1	N/A
VisualDx	\$22.9	\$37.8	Janssen	N/A	N/A
VSure	\$0.9	N/A	eBaoTech	\$36.1	N/A
Welkin	\$30.0	\$67.5	DrFirst	\$102.0	\$145.0
XRHealth	\$23.2	\$81.2	Reducept	\$0.6	N/A
Zocdoc	\$504.0	\$1,600.0	Headway	\$107.3	\$770.0
Modern Health	\$170.1	\$1,170.0	Qlik	\$13.9	\$3,000.0
Rightway	\$130.0	\$1,100.0	Businessolver	\$220.5	N/A
SilverCloud	\$28.3	\$14.9	HSE	\$139.0	\$1,849.9
GeneMatters	\$11.3	N/A	Concert Genetics	\$9.7	N/A
Invitae	\$653.5	\$492.8	Outcomes4Me	\$16.5	\$52.0
Lemonaid Health	\$58.5	\$400.0	Boots	\$0.6	N/A
Nightingale	\$335.5	\$490.8	Health House	\$1.2	N/A