

# TECH P.A.D.

Prove. Accelerate. Demonstrate.



**We** are supporting technology solutions in ideating, conducting technical and commercial validation of the high-impact solutions and providing market access, business advisory support and raising capital for sustainable scale up towards creating deep impact.



**The emergence of startup wave** in India is a relatively a new phenomenon. It is admirable to note that today India is amongst the top five countries in the world in terms of startups with over 72000 start-ups. More than 4,500 startups have been recognised in sectors relating to emerging technologies such as Internet of Things (IoT), robotics, artificial intelligence, analytics etc. India is undergoing a fundamental shift with entrepreneurship and innovation is being primary catalyst in job creation and solving everyday problems. India has a unique set of problems due to multicultural and multilingual regions that need innovations to find solutions to health, education, infrastructure, sanitation and for population at the 'bottom-of-the-pyramid' space. Each problem provides a unique opportunity for startups to create a business around it.

Given this, the tech enterprises face myriad challenges that hinders their growth path. Limited access to appropriate catalytic capital, lack of market intelligence, poor revenue generating business models, lack of enabling infrastructure, lack of market access, complicated compliances and regulations, lack of proper guidance and mentorship are some of the key issues faced by the enterprises.

We recognise the need to create an enabling environment to support the enterprises in addressing the challenges and make progress towards sustainable scale up for impact. Our team proactively engages with these technology enterprises to 'prove' efficacy of solutions, 'accelerate' growth path and 'demonstrate' scalable impact on the ground.

Through our agile, customer centric, innovative approaches, our team brings a unique opportunity for early-stage healthcare entrepreneurs to test solutions, discover right price point of offerings, get capital, mentoring, and access to a global network of operators, investors, & corporations to fast-track scalable healthcare solutions using technology and entrepreneurial innovation.

Our experts well understand the subject, including challenges faced by tech solutions, technical requirements, compliances and protocols, identifying price discovery, business models, market for solutions etc. to help enterprises embed scalability, sustainability into their growth agenda.

## OUR SERVICE OFFERINGS



### Technical Validation

Support solutions in scientifically proving the product/solutions



### Commercial Validation

Support solutions in discovering right price point for the product offerings



### Business Intelligence

Support solutions in understanding the market needs, target audiences







### Accelerator

Support solutions fast track on scaling up product/solutions

## Technical Validation

Any new solution requires a scientific technical validation (TV) where it is compared with existing Gold standard measurement yardstick or similar solutions in similar theme and/or the solutions is validated. It is followed by obtaining necessary regulatory clearances, certifications etc. Our team of experts develop the technical validation framework, regulatory compliances requirements, and leverage existing and forge new partnerships.






**Key enterprises to be supported:** Enterprises at Technology Readiness Level of 3-5

KEY THEMES	SUPPORT OFFERINGS
<ul style="list-style-type: none"> <li>✓ Medical Equipments</li> <li>✓ Software as a service (SaaS)</li> <li>✓ Software as a Medical Device (SaMD)</li> <li>✓ Artificial Intelligence (AI) Solutions</li> <li>✓ other healthcare solutions</li> </ul>	<ul style="list-style-type: none"> <li> Link with Subject Matter Experts/ Advisors</li> <li> Conducting validation &amp; evaluation</li> <li> Provide Technical Validation report</li> <li> Regulatory Compliance Advisory (CDSCO, CE, Patent etc.)</li> </ul>

## Commercial Validation

Commercial validation (CV) involves deploying the solution in different types of settings and finding out its acceptability, user feedback, accepted price point and planning a go to market strategy. We develop commercial validation frameworks, conduct evaluation studies, discovery of price point.

**Key enterprises to be supported:** Enterprises at Technology Readiness Level of 5+





KEY THEMES	SUPPORT OFFERINGS
<ul style="list-style-type: none"> <li>✓ Medical Equipments</li> <li>✓ Software as a service (SaaS)</li> <li>✓ Software as a Medical Device (SaMD)</li> <li>✓ Artificial Intelligence (AI) Solutions</li> <li>✓ Health products</li> <li>✓ Supply chain solutions</li> <li>✓ Other solutions</li> </ul>	<ul style="list-style-type: none"> <li> Identify the price point for the product/solution</li> <li> Go-to market strategy for the product solution</li> <li> Link with Subject Matter Experts/ Advisors (if required)</li> <li> Support in publications related to validation &amp; evaluation</li> <li> Provide Commercial Validation report</li> </ul>

## Accelerator

A market accelerator brings a unique opportunity for early-stage entrepreneurs to get capital, mentoring, & access to a global network of operators, investors, & corporations. It is set to identify, fund, and fast-track promising tech start-ups working on scalable healthcare solutions using technology and entrepreneurial innovation. We leverage and forge partnerships to offer market accelerator services to early-stage healthcare solutions.

**Key enterprises to be supported:** Enterprises at Technology Readiness Level of 7+

**Partnerships:** Healthcare facilities, Diagnostic & Hospital Networks, Donors, Pharma Companies, Not-for-profit organisations, Self Help Groups (CBO, FLW), Aggregated network models

KEY THEMES	SUPPORT OFFERINGS
<ul style="list-style-type: none"> <li>✓ Medical Equipments</li> <li>✓ Software as a service (SaaS)</li> <li>✓ Software as a Medical Device (SaMD)</li> <li>✓ Artificial Intelligence (AI) Solutions</li> <li>✓ Health products</li> <li>✓ Supply chain solutions</li> <li>✓ Hospital networks</li> <li>✓ Community networks</li> <li>✓ Other solutions</li> </ul>	<ul style="list-style-type: none"> <li> Market access and linkages</li> <li> Link with Subject Matter Experts/ Advisors (if required)</li> <li> Market Positioning - Marketing and branding strategy</li> <li> Fund mobilisation support</li> </ul>

## Business Intelligence

We identify and support solutions through Health technology Assessment (HTA) Policy advocacy, Cost effectiveness studies, Market feasibility support, Ecosystem needs assessment, Health Technology Assessment.

**Key enterprises to be supported:** Healthcare enterprises including early start-ups focusing on Digital health solutions, Medical Equipment, AI solution, Health products, supply chain solutions, hospital networks.



## MAKING A DIFFERENCE WITH OUR WORK

USAID

### Partnerships for Affordable Healthcare, Access, and Longevity (PAHAL) (2015-2023)

PAHAL is USAID/India and IPE Global's flagship innovations in financing platform to improve access to affordable and quality healthcare for the poor. The project leverages private sector resources and capacity to institutionalise primary and secondary health services for the base of the pyramid population with a high disease burden. The project seeks to accelerate Sustainable Development Goals (SDGs) by catalysing innovative financing models, leveraging capital, and providing scale-up support to proven high-impact innovations / social enterprises by setting up the Sustainable Access to Markets and Resources for Innovative Delivery of Healthcare Blended Finance Facility (SAMRIDH BFF). The initiative is a first-of-its-kind facility aiming to leverage a \$100+ million fund to allow social and market-based health solutions to be introduced and scaled rapidly.

USAID

### Sustainable Access to Markets and Resources for Innovative Delivery of Healthcare (SAMRIDH), India

SAMRIDH Healthcare Blended Financing Facility is supported by the United States Agency for International Development in technical collaboration with Atal Innovation Mission & Women Entrepreneurship Platform, NITI Aayog, Principal Scientific Advisor to the Government of India, the National Health Authority, Indian Institute of Technology, Axis Bank, IndusInd Bank, Caspian Debt, Rockefeller Foundation, and NATHEALTH, and is managed by IPE Global. This initiative combines commercial capital with public and philanthropic funds to drive greater resources towards market-based health solutions that improve access to affordable and quality healthcare services for India's most vulnerable. SAMRIDH with a commitment of \$350 million in grant and debt financing to healthcare enterprises and innovators, aims to augment their capacity to produce and supply high-impact health solutions. The support is complemented with substantial technical assistance and a capacity-building component, enabling enterprises to unlock new sources of capital through blended financing solutions for long-term sustainability and expansion.

To know more, visit: [www.samridhhealth.org](http://www.samridhhealth.org)



**35+** enterprises  
with high-impact  
solutions supported  
to scale



**\$15 Million**  
funded



**\$350 Mn+**  
fund leveraged



**1200+**  
health facilities  
impacted



**20000+**  
medical  
professionals, health  
workers trained



**6 Mn+**  
people directly  
impacted



**25 Mn+**  
people reached

2020-2023



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## Making Development a Ground Reality

**IPE** Global is committed to impacting lives with a human touch. We are a leading global advisory & implementation organisation which partners with governments, businesses, and leaders in the society to create a better world for all.

Our business model integrates people, technology, and innovation to create value for all our stakeholders. Integrating **Human Development, Inclusive Growth & Resilience and Good Governance** in all our sectors, we bring to the table bespoke solutions.

We are an ISO certified organisation with a focus on quality and integrity to empower growth and drive positive change in the development space.

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## Global Expertise. **Applied Locally**

Headquartered in India with five international offices in Bangladesh, Ethiopia, Kenya, Philippines, and United Kingdom, we have been creating a lasting impact through our tailor-made solutions for over two decades.

**100+**

Countries

**1100+**

Global Team

**1000+**

Projects Delivered

**600 M+**

People Reached

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