2022 DTx ANNUAL REPORT

The voice of digital health startups in policy and government
The COVID-19 pandemic has provided the most striking global evidence yet that innovative, data-driven, nimble startups can be the catalyst for solving some of the world’s biggest challenges. Faced with a global crisis, entrepreneurs took swift and immediate action to solve our most pressing problems. Throughout COVID-19 and beyond, Allied for Startups remains incredibly proud of the amazing work of startups to assist in coping with this pandemic and the fall out from its recovery, especially in the healthtech space and within our vibrant DTx Community.

These startups, and thousands like them getting started every day, have proven that they are flexible, agile businesses with problem solving in their DNA. Providing lifesaving technologies like the BionTech Vaccine and telemonitoring services that kept healthcare professionals safe and provided patients with the resources they needed.

As these advances in technology and others allowed us to regain a sense of what we knew as normal in 2022, there was no slowing down. In fact, if we had to pick a single word to describe the past twelve months in the healthtech space we would choose growth. Our DTx community welcomed new startups, partners and collaborators from all corners of Europe and around the world. We broadened our focus and increased our stake in lifting the voices of these startups with policy makers and governments.

2022 showed great progress, but we’re even more excited to welcome 2023. This report is a demonstration of our progress as a network and a guide to what’s next as we continue to grow, build, and scale the powerful impact of startups everywhere. Stay tuned!

Melissa Blaustein
CEO & Founder
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ALLIED FOR STARTUP DSX

Founded in 2019, Allied for Startups DTx brings together digital health entrepreneurs, policy makers and other healthcare stakeholders to enhance the policy environment and support innovation in the European healthcare ecosystem. Startups address the gaps of conventional healthcare, but they often face complex regulatory hurdles – and unlike big industry players, startups have little to no resources to devote to red tape. As the digitisation of healthcare is accelerating at an unprecedented speed, we bring the voice of digital health startups to policy-making.

OUR MISSION

Ensure that policy empowers digital health startups to scale
Facilitate and enhance cooperation among startups, policy makers, and key health stakeholders
Lead policy dialogues around digital health from a startup lens
Establish a European-wide network of startup champions and supporters to share best practices and discuss challenges

WHAT WE DO

Bring startup perspectives to the decision-making table
Create opportunities for startups to engage with policymakers and key healthcare stakeholders
Collaborate with the DTx Network to promote advocacy, research and opinion on digital health

ECOSYSTEM PARTNERS

Swiss Healthcare Startups
European Connected Health Alliance
FreshBlood
ECHA
The Global Connector
Barcelona Health Hub


STARTUPs
All too often digital health innovators invest time and resources in navigating complex regulatory measures across Europe. This, in turn, hinders digital health solutions from reaching their full potential.

Allied for Startups DTx and its partners, therefore, set out to identify the best practices and measures that empower digital health innovators to scale across European borders.

The HealthTech Charter provides an opportunity to shape the EU into a hub for digital health scale-ups and creates benchmarks to inform policy makers what innovators need to succeed.

2022 IN REVIEW

THE HEALTHTECH CHARTER

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THE BEST PRACTICES

1. Reimbursement of Digital Health Applications
   The German Digital Health Care Law & the mHealthBelgium Platform

2. Access to Secondary Health Data
   The Finnish Act on Secondary Use of Health and Social Data

3. eHealth Services and Interoperability
   The Estonian eHealth System

4. AI in Health
   The Croatian European Digital Innovation Hub

5. Telemedicine
   The French Telemedicine Framework

6. Public-Private Partnerships
   The Danish Public-Private Partnerships for Health

7. Accelerators & Grants
   H2020 - Horizon Europe & NHS Innovation Accelerator
FITNESS CHECKS

Given that health is a primary competence of individual EU Member States, it is imperative that national and European policies are aligned and harmonised. We therefore set out to zoom into the Member State level to conduct Fitness Checks of the national healthtech regulatory ecosystem.

FRANCE 🇫🇷

Empowering healthtech innovators in France rests in creating a clear and inclusive regulatory pathway for reimbursement - for telemedicine operators and beyond. The ETAPES program provided a sandbox for public procurement in telehealth solutions: empowering patients with reimbursable telemedicine, creating a pathway for telehealth entrepreneurs to be reimbursed for their innovations, and feeding regulators with the necessary data on why creating a dedicated framework for telehealth reimbursement would benefit the French healthcare system. We look forward to seeing a smooth transition of the ETAPES program into national legislation.

SPAIN 🇪🇸

Healthtech innovation in Spain has experienced an unprecedented push forward, but there is still work to be done. As smaller actors with access to often less resources, it is crucial to consider startup perspectives in policy and government. Shaping regulation with smaller actors in mind will not only improve the Spanish innovation ecosystem, but also drive Europe into a hub for digital health scale-ups. Empowering healthtech innovators in Spain rests in building a telemedicine framework coupled with a clear pathway for reimbursement. With the uptake of telehealth services throughout the pandemic, we look forward to seeing the permanent regulation of these life-changing solutions in Spain and beyond.
We are an active member of the European Commission’s eHealth Stakeholder Group, providing advice on enabling the digital transformation of health and care in Europe.

We provide feedback to the European Commission on a number of initiatives such as the creation of the European Health Data Space (EHDS) and Artificial Intelligence.

We share our members’ perspectives when we bilaterally engage with the stakeholders from the European Commission and Members of the European Parliament.

Dedicated blog posts on hot topics in digital health - from building a startup-friendly EHDS, Artificial Intelligence in health, to patient-centred healthtech innovation.

Bi-monthly newsletters on EU health policy updates, digital health developments, and opportunities for the DTx network.
EVENTS AND PANELS

HIMSS EUROPE
We participated in an interactive session at HIMSS 2022 on how we can continue advancing DTx in mental health to improve lives and tackle inequalities.

BIOTECH ATELIER
At this edition of Biotech Atelier, we zoomed into the Nordic and SEE region’s models of innovation. AFS shared best practices of digital health innovation as spotlighted in the HealthTech Charter.

4YFN - MOBILE WORLD CONGRESS
As official partners of Mobile World Congress' startup track - 4YFN - AFS sent a delegation to take part in the conference and build new partnerships amongst global players in healthtech.

EIT HEALTH MORNING TALKS
As part of EIT Health Morning Health Talks, we discussed DTx from doctor need to availability. We shared our perspective on the importance of digital health reimbursement, pinpointing the German DiGA as a best practice to draw inspiration from.

DIGITAL HEALTH VOICES
Our AFS webinar marked the launch of the Spanish Fitness Check, bringing leading entrepreneurs to discuss startup regulatory needs to foster better innovation in Spain, Europe and beyond.
AFS ANNUAL SUMMIT
AFS Members from across the globe came together in Brussels for a series of high level panel discussions, workshops, networking events, and of course the Annual Startup Policy Dinner!

POLICY BOOTAMP
We joined 25 young professionals in Brussels for a 2-day Policy Bootcamp, building a policy impact assessment on how the European Union could address the accessibility of telehealth solutions.

PATIENT DIGITAL HEALTH AWARDS
As partners of the EU PDHA, we identified Europe's most patient-centric innovations and awarded three startups for their incredible work in the healthtech field.

EHDS CONFERENCE
At the European Health Data Space conference in Prague, we moderated an interactive panel discussion on "What do we expect from the EHDS: a Multi-stakeholder Perspective."
Allied for Startups hosted its second annual DTx Startup Congress in Brussels on January 25th. The hybrid event brought together startups, policy makers, and ecosystem builders to exchange views on the current state of digital health in Europe and beyond!

The first segment of the event featured a panel discussion comparing & contrasting different European and global digital health innovation landscapes. Panellists shared their thoughts on key topics from healthtech reimbursement, access to funding and grants, and regulatory harmonisation across the bloc.

We learned from success stories of startups developing disruptive patient-oriented solutions as we gave the floor to the European Patient Digital Health Award winners, Fidelio Medical and Klinka Digjitale.

The second panel dived into how we can build an EHDS that fully unleashes the potential of digital health startups. This interactive debate brought entrepreneurs and policy makers directly to the table, where speakers from the European Commission and European Parliament deliberated on the scope and opportunities of the EHDS and startup representatives responded with how this may impact innovation on the ground.
Thank you to all entrepreneurs, partners, and policy makers who have contributed to a fruitful year in digital health for startups. The Allied for Startups DTx Community has grown into an active network dedicated to creating a unified voice for startups in policy and government worldwide.

We are excited for a new year of collaborations, engagement, and startup advocacy. As the digitisation of healthcare rapidly accelerates, we look forward to continuing to bring the voice of digital health startups to policy-making.

Don’t hesitate to reach out to dtx@alliedforstartups.org

Laura Broek
Health Project Officer
Allied for Startups