aws FOR HEALTHCARE AND LIFE SCIENCES

Accelerating clinical value through engagement with big tech and startups: how the ESC can make a difference

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EMEA Lead, Healthcare and Life Sciences Startups

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Hi, I’m Guy

A bit about me

Oz-raeli – now living in Amsterdam

Currently EMEA lead for Healthcare and Life Sciences Startups at AWS

Former VC, invested in early and late stage Healthcare and Life Sciences Startups

Lead of Entrepreneurship program at Weizmann Institute

Startup C-level and founder – medical devices, software

Formal training as a journalist and my first paid job was as a ….clown

Amazon Web Services

17+

Years as the world's most comprehensive and broadly adopted cloud platform

100,000+

Partners in the AWS Partner Network

3,332

New significant services and features launched in 2022

1,000,000+

Active customers

143

Security standards and compliance certifications, more than any other offering

129

Price reductions since 2006

Our goal is to help healthcare and life sciences organizations unlock the power of their own data, multi-modal data, and third-party data, to arrive at actionable insights and improve outcomes

Provide security, compliance, and data privacy

Enable data access for all users with trusted autonomy

Accelerate innovation with the broadest and deepest portfolio of cloud-based services

Power the transition to personalized health and precision medicine

aws

Our team:

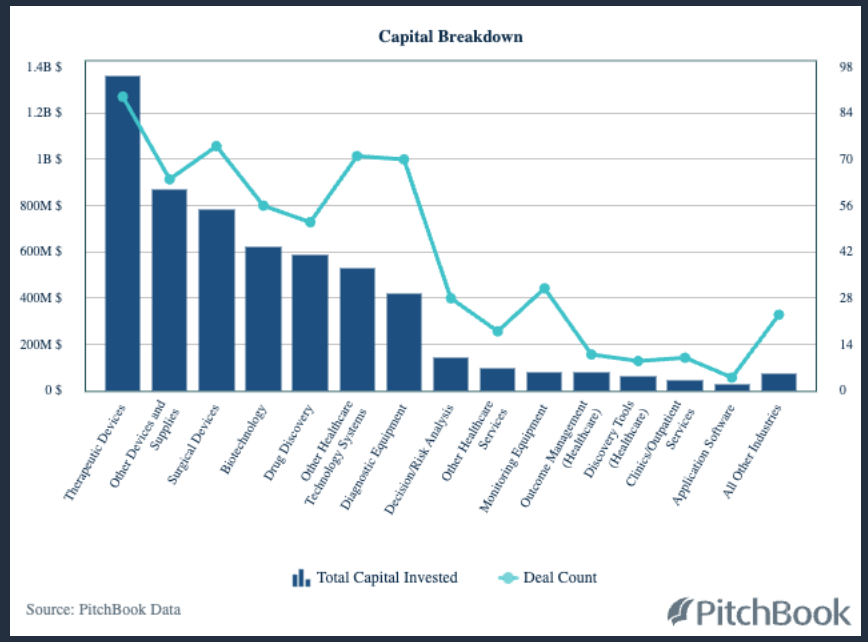
CHIEF DIGITAL OFFICERS, PHYSICIANS, NURSES, CHIEF MEDICAL OFFICERS, CLINICAL INFORMATICISTS, NEUROSCIENTISTS, PHARMACOLOGISTS, PROFESSORS, BIOCHEMISTS, CHIEF EXECUTIVE OFFICERS, POPULATION HEALTH EXPERTS, BIOINFORMATICISTS, RADIOLOGISTS, RESEARCHERS, PRINCIPAL INVESTIGATORS, CHIEF ARCHITECTS, SOLUTIONS ARCHITECTS

18+

Years of experience, on average, for our team leaders in the healthcare and life sciences industry

aws

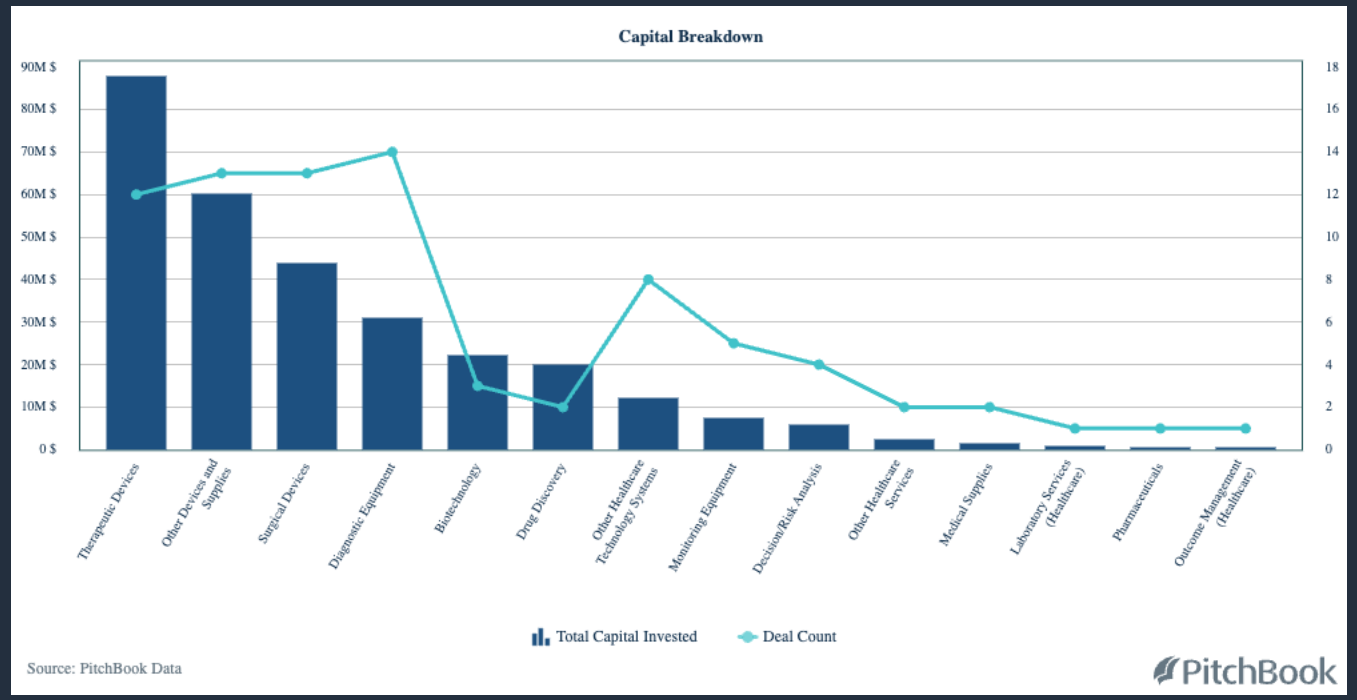
Total Funding Cardiology Startups October 2018 - 2024



Quick Stats

146	320	476	4	150.00M $	3.36B $	15.68M $
Companies	Deals	Investors	Exits	Largest Deal	Capital Invested	Med Post Val

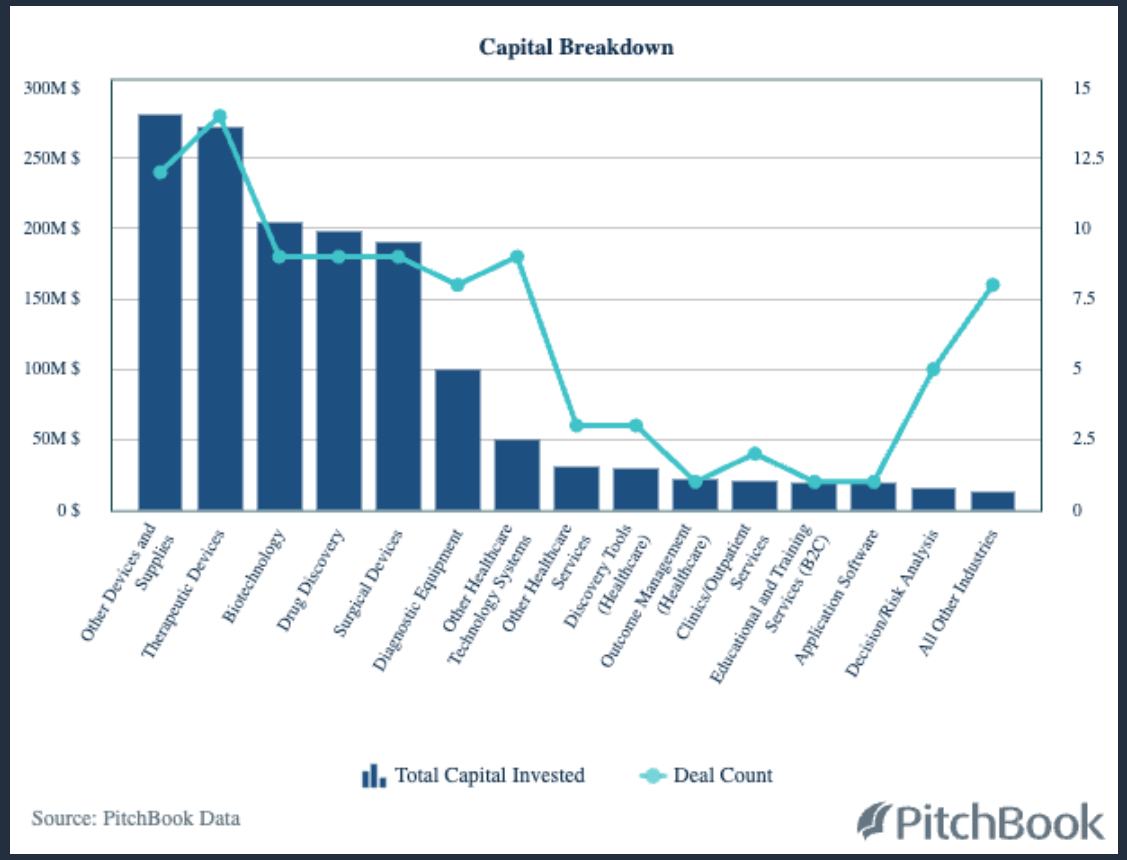
Funding Oct 18 – Oct 19



Quick Stats

35	43	81	32.21M $	182.16M $	8.43M $
Companies	Deals	Investors	Largest Deal	Capital Invested	Med Post Val

Funding Oct 23 – Oct 24



Quick Stats

47	50	145	3	105.79M $	806.10M $	22.23M $
Companies	Deals	Investors	Exits	Largest Deal	Capital Invested	Med Post Val

Thirsty?

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The job to get done

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What job do startup founders need to get done?

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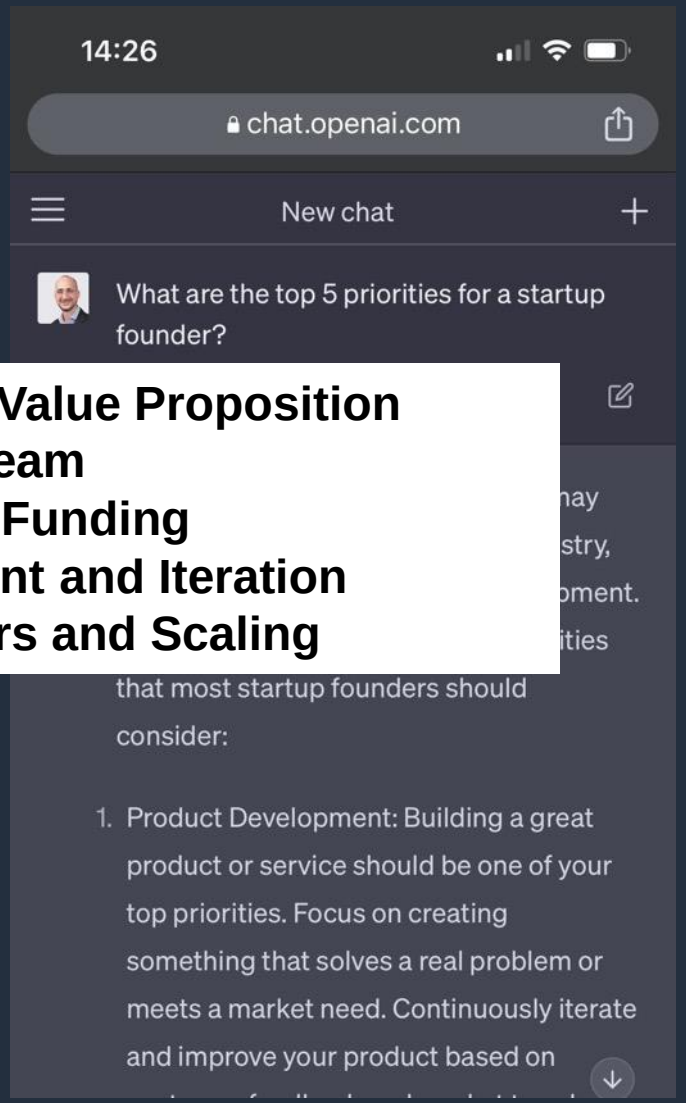
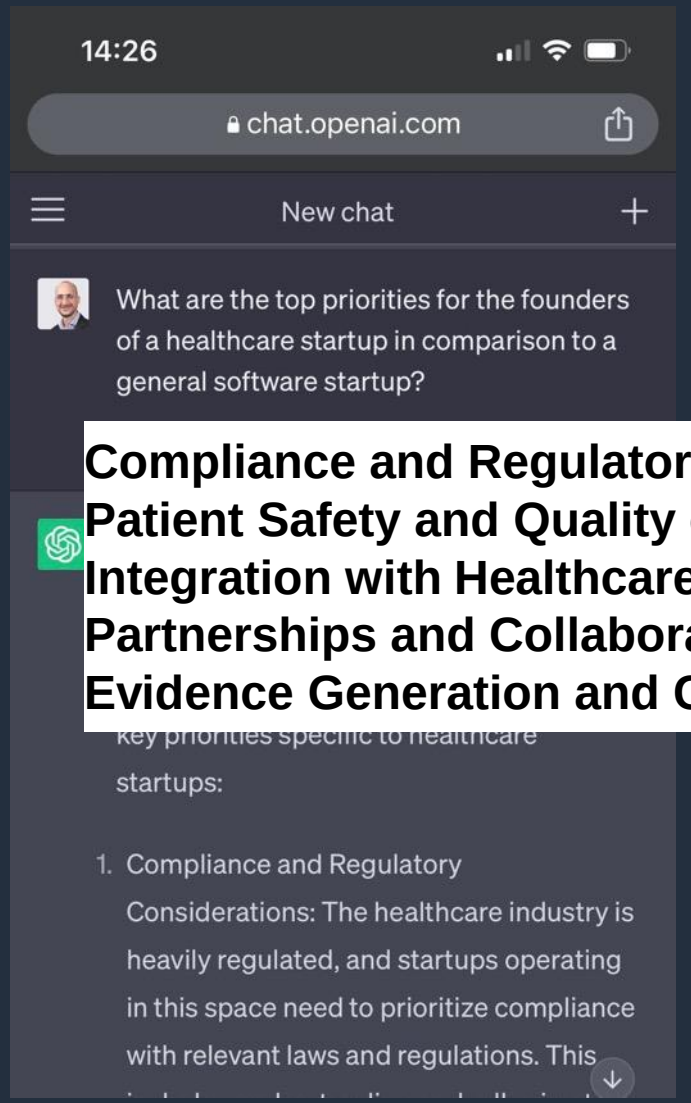
Let’s see what the real expert has to say



Developing a Clear Value Proposition
Building a Strong Team
Securing Sufficient Funding
Product Development and Iteration
Acquiring Customers and Scaling



Compliance and Regulatory Considerations
Patient Safety and Quality of Care
Integration with Healthcare Systems
Partnerships and Collaborations
Evidence Generation and Clinical Validation

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So you want to help?

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CardioSpark
Snapshot
Remix
Share
Edit
Welcome Message
Welcome to the Cardio-Startup Advisor! This app helps cardiologists leverage their medical expertise to guide and nurture healthcare startups. Input your knowledge, analyze startup ideas, and provide valuable insights to help innovative companies thrive in the medical technology sector.
Cardiologist Expertise
→ Enter your areas of expertise in cardiology (e.g., interventional cardiology, electrophysiology, etc.)
Startup Idea
→ Describe the startup's idea or product related to cardiology
Idea Analysis
Fill in Cardiologist Expertise and Startup Idea to get started!
Cmd + Enter to play app

Menu of actions

Accelerators and Incubators

Startup Competitions

Mentor Network

Angel Network

Startup Champions

Big event!

Founding a startup

Joining a startup – fractional CMO

Program at your hospital

Thank you!

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