TECHPAD

PROVE. ACCELERATE. DEMONSTRATE.

ALL-ENCOMPASSING HUB TO SCALE HEALTHCARE ENTERPRISES

TechPAD, led by IPE Global, is dedicated to accelerating the growth of solutions and services to achieve sustainable impact. It offers holistic support to develop, implement and expand health technologies, focusing on areas like business intelligence, technical, clinical, and commercial validations, certifications, intellectual property, business advisory, fundraising, market access, and global expansion. Through specialised services, TechPAD helps innovators and entrepreneurs overcome industry challenges, grow faster, and significantly improve healthcare delivery.

In India, the startup culture is burgeoning with over 6,000 ventures spanning IoT, robotics, AI, and analytics among 72,000+ enterprises. While this entrepreneurial boom has enriched job markets and fuelled innovation in health, education, and infrastructure, tech enterprises grapple with challenges like limited access to capital, market intelligence, certifications, and complex legal and compliance regulations. Recognising these hurdles, we strive to establish a growth-oriented enabling environment, engaging with healthcare enterprises to prove, accelerate, and demonstrate the scalable impact of their solutions in real scenarios.

KEY SERVICE OFFERINGS

Business Intelligence: To understand the market needs, target audiences

Facilitate understanding of market needs, alignment with Government and private sector priorities and target audiences. TechPAD focuses on identifying and nurturing health technology solutions at the early stages, such as ideation or proof of concept.

KEY THEMES

- ✔ Policy Advocacy
- ✔ Cost-effectiveness studies
- ✔ Health Technology Assessment
- ✔ Market feasibility support
- ✔ Assessments of ecosystem needs

Technical/Clinical Validation: To scientifically prove the product/ solutions

Assist in scientifically proving the effectiveness and efficacy of solutions. TechPAD supports validating solutions and enabling relevant enhancements through rigorous testing and comparison with the Industry Gold Standards. Services include designing scientific validation frameworks, identifying test sites, forging partnerships with subject matter experts and key stakeholders, obtaining certifications and IP, and getting published in standard journals and articles.

KEY THEMES

- ✔ Publications
- ✔ Develop Validation Framework
- ✔ Identify Subject matter Experts
- ✔ Identifying Test Sites
- ✔ Regulatory Compliance Advisory

FOCUS AREAS

- Medical Devices and Equipment
- Diagnostics and Surveillance
- Digital Health
- Software as a Medical Device (SaMD)
- Supply Chain Solutions

Commercial Validation: To discover right price point for the product/solutions

Enable enterprises to determine the right price point for the products and services. TechPAD supports in developing and implementing sector-specific commercial validation frameworks, gathering user feedback, assessing the optimal price point based on consultations with potential users, and formulating a robust go-to-market strategy.

KEY THEMES

- ✔ Unique Value Proposition
- ✔ Develop Commercial Validation Framework
- ✔ User Feedback
- ✔ Go-to-Market Strategy
- ✔ Business Model and Target Market

Accelerator: To fast track scaling up of products/services

Support early-to-late-stage enterprises in sustainable scale-up of solutions through market access and global expansion in both private and public sectors. TechPAD provides mentorship for scale-up along with fundraising support. Enterprises receive comprehensive market acceleration services through strategic partnerships.

KEY THEMES

- ✔ Fund Raise
- ✔ Global Expansion
- ✔ Market Access within India
- ✔ Strategic partnerships
- ✔ Visibility and Marketing

OUR PARTNERS

5 GOVERNMENT ENTITIES

8 FINANCIAL INSTITUTIONS

6 PHILANTHROPIC DONORS

10 INCUBATORS

6 HEALTHCARE FORUMS & ASSOCIATIONS

20 INVESTORS

12 RESOURCE PARTNERS

12 GLOBAL PARTNERS

MAKE IN INDIA

Join us in fortifying India's healthcare systems and advancing the Make-in-India vision of the Government.

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