INNOVATOR LOOK BOOK 2025

HEALTHTECH HUB AFRICA

ULTRATEB

Egypt

Area of Focus

Health Supply Chain and
Healthcare Financing

Company Name

UltraTeb

Partners

CRÉDIT AGRICOLE
VISA
ElDawlia med
NILE SCAN & LABS

Introduction:

UltraTeb is a fintech-driven B2B e-commerce platform that transforms how healthcare facilities across Africa procure medical supplies.

In many parts of the continent, especially in underserved rural and SME hospitals, procurement remains manual, inefficient, and costly. Facilities face inflated prices due to middlemen and frequent stockouts that compromise patient care and inflate treatment costs by up to 50%. UltraTeb solves this by connecting healthcare providers directly with manufacturers and importers, removing intermediaries and enabling faster, more transparent procurement. The platform also integrates machine-learning-powered inventory management to forecast demand, reduce wastage, and prevent shortages.

To ease the financial burden on facilities, UltraTeb also offers embedded financing options such as Buy Now, Pay Later (BNPL), to give providers access to essential supplies without cash flow disruptions.
Since launching in 2022, UltraTeb has supported over 50 healthcare facilities, and has indirectly impacted more than 100,000 patients, particularly in maternal health and diagnostics, and delivered measurable savings in both time and cost.

Business Model

UltraTeb operates a hybrid revenue model:

1. The first stream is direct sales; the company purchases medical supplies at wholesale prices and resells them through its platform at a 12% margin.

- -

2. The second is financial services. UltraTeb provides flexible payment terms through embedded credit products like BNPL and generates 2–4% margins on every funded transaction.

Key Success Factors

1. UltraTeb's value proposition is already validated: its customers report up to 20% reductions in procurement costs and 80% time savings in supply management processes.

- -

2. The company's platform is supported by partnerships with key players such as VISA, Credit Agricole, ElDawlia Med, and Nile Scan & Labs, which gives it both operational credibility and market reach.

Scaling Strategy

1. UltraTeb is currently focused on expanding geographically into Nigeria, where it is in advanced conversations with Access Bank to build out its fintech capabilities and regulatory roadmap.

- -

2. The company is also broadening its customer base beyond hospitals toinclude labs, radiology centers, polyclinics, and pharmacies.

3. Internally, the team is working to enhance its AI architecture to power more accurate demand forecasting and vendor matching.

- -

Funding Ask

Ultrateb is seeking to raise **USD 500,000** in equity as its first formal round of investment. The capital will mainly be used to accelerate product expansion, initiate geographic entry into Nigeria, and develop a regulatory roadmap for that market.

HEALTHTECH HUB

Nigeria

Focus Area:

Telemedicine and Community Health Delivery

Company Name

Parkers Mobile Clinic

Partners

Introduction

Parkers Mobile Clinic, operating under the brand name PMC360, delivers an integrated healthcare model to flood-prone and underserved communities in Southeast Nigeria.

These areas, home to more than 5 million people, suffer from chronic underinvestment in health infrastructure, rising out-of-pocket costs, and frequent climate-related disruptions such as flooding that isolate communities from care.

PMC360's solution blends telemedicine, mobile medical outreaches, targeted health interventions, and a flagship physical clinic currently under construction in Anambra State. Through this hybrid approach, PMC360 delivers essential services, including maternal and child health, chronic disease screening and management, immunizations, and health education, directly to people where they live.
The platform uses digital health records, outreach data, and social media analytics to track performance and improve service delivery. Since launch, PMC360 has supported over 100,000 individuals and has emerged as a reliable partner for governments, NGOs, and vulnerable communities alike.

Business Model

PMC360 operates both B2B and B2C revenue streams:

1. On the B2B side, it partners with NGOs, donor agencies, and insurance companies to deliver large-scale health interventions, often through multi-year or project-based contracts.

----

2. PMC360 offers B2C monthly subscriptions for $4 (including digital consultations, education, and follow-up care) plus $2 one-time consultations.

Key Success Factors

1. PMC360's outreach programs have delivered over 20,000 telemedicine consultations and facilitated 30,000+ family planning services.

2. Its partnerships with state Ministries of Health in four Nigerian states, along with collaboration with organizations like Family Empowerment Media, reflect strong institutional trust.

----

3. The team brings deep expertise in public health, digital health, and social impact delivery

----

Scaling Strategy

1. PMC360 is enhancing its telemedicine platform with AI-powered diagnostic tools to provide personalized care and predictive health insights for remote communities.

----

2. The company is also finalizing construction of its low-cost clinic in Anambra State, which will serve as a central hub for in-person care and training.

3. PMC360 is expanding its partner network to include state health ministries, NGOs, health insurers, and corporate wellness programs for better local healthcare system integration.

----

4. The team is also developing strategies to mitigate revenue risk from donor-funded B2B contracts by strengthening B2C offerings like direct-to-patient subscriptions and family health packages.

Funding Ask

Parkers is seeking to raise **USD 500,000** in a mix of grants and equity to scale its integrated care platform across Southeast Nigeria.

Introduction

DPE is a digital health company that improves access to timely and personalized public health information.

The company offers two core platforms: INTERCH™, a software suite for population health management, and InfoAFYA™, a mobile-based household health assistant that delivers context-specific messages through SMS in low-tech environments.

These platforms support national health campaigns by automating outreach workflows and providing tailored health communication to vulnerable groups.

DPE works closely with government bodies and NGO partners to strengthen health promotion and disease prevention efforts at scale. Since 2024, the company has reached over one million individuals across five counties in Kenya, with a strong focus on malaria-related behaviour change.
By addressing gaps in demand-side engagement and digital outreach, DPE aims to build Africa's leading infrastructure for public health communication.

Kenya

Focus Area:

Public Health and AI-Powered Communication

Company Name

DPE Company Limited

Partners

Business Model

1. DPE operates a hybrid B2G and B2B model - it earns revenue through project-based grants and public-private partnerships with national health programs.

2. The company is currently building new monetization streams by offering software licensing, outcome-based pricing tiers, and API integrations to public health implementers.

3. DPE's long-term vision is to become a SaaS health communication platform for governments and NGOs across Africa to run targeted, evidence-based campaigns.

Key Success Factors

1. DPE has demonstrated traction by reaching over 1,000,000 individuals through national malaria campaigns.

2. The company works in close partnership with Kenya's Ministry of Health, Amref Health Africa, and KeNAAM, all of which support its role in national behaviour change efforts.

3. With over 33 million data points already collected, DPE has built a foundation for personalized, AI-driven public health communication.

4. Its 15-person team includes public health experts, AI engineers, and digital communication specialists, giving the company the technical and operational strength to scale.

Scaling Strategy

1. DPE plans to scale its malaria campaign across all 26 endemic counties in Kenya, reaching 12+ million people, with a long-term goal of expanding into 30 African countries through government and partner collaborations.

2. The team is upgrading InfoAFYA™ and INTERCH™ with AI-powered multilingual and personalized messaging features for deeper national health program integration and improved targeting.

3. To support long-term scale, DPE is refining its licensing and API models for public health stakeholders, enabling governments and NGOs to embed these tools directly into their campaign infrastructures.

Funding Ask

DPE seeks to raise **USD 200,000** in grants which will go towards expanding its health content partnerships, advancing its AI research and development roadmap, and improving its operational infrastructure.

Clinicaa

Togo

Introduction

Clinicaa is a hospital management system built by INFINITUS SAS, a digital health company. The platform digitizes all core clinical and administrative operations in healthcare facilities across West Africa.

It supports patient records, billing, insurance claims, pharmacy inventory, diagnostics, imaging, and real-time analytics in one unified system. Clinicaa stands out for its ability to function without internet access by using local servers, making it a reliable solution in low-resource environments.

The platform has already served over 617,000 patients across six countries (Benin, Burkina Faso, Côte d'Ivoire, Morocco, Senegal, and Togo), where health systems continue to rely heavily on paper-based workflows that cause delays, stockouts, and poor reporting.
Clinicaa helps health institutions reduce operating costs, strengthen service delivery, and improve access to accurate health data.

Focus Area
Hospital Management Systems

Company Name
Clinicaa

Partners

Business Model

1. Clinicaa runs a hybrid model that includes one-time installation fees, annual service contracts, and usage-based revenue:

2. Healthcare facilities pay USD 10,000 for system deployment, an annual maintenance fee of USD 1,000, and USD 1 for every patient consultation processed through the system.

3. The company also sells dedicated servers and workstations to clients who need offline functionality.

2. It's offline-first design meets the needs of public hospitals and rural clinics that often lack reliable infrastructure.

3. Facilities using Clinicaa have reported a 23% drop in operating costs and a 30% reduction in pharmaceutical stock losses.

4. The platform has also improved health data quality and availability, which supports better planning and resource use. These results have helped the company secure partnerships with both public and private sector clients

2. The upcoming launch of its mobile app will allow Clinicaa to serve patients directly, which will add a layer of engagement and unlock new health insights.

3. It also plans to improve interoperability with national systems such as DHIS2, CNAM, and AI-based health solutions, which are increasingly essential for reimbursement and government adoption.

4. It will also strengthen its public sector partnerships by working closely with development agencies and Ministries of Health to meet country-specific needs.

Key Success Factors

1. Clinicaa has established operations in six countries across Francophone West Africa, where it remains one of the few digital health platforms tailored for low-connectivity settings.

Scaling Strategy

1. Clinicaa plans to deepen its footprint in Francophone West Africa by expanding into new countries and growing its presence within existing markets.

Funding Ask

Clinicaa seeks to raise **USD 200,000** in grant funding to support technical development, regulatory compliance, and the establishment of business and distribution partnerships across Francophone West Africa.

Introduction

Zendawa is a digital health platform that helps neighborhood pharmacies in Kenya grow their businesses, reach more customers, and improve the quality of pharmaceutical care.

The company offers an all-in-one web and mobile platform that supports online medicine sales, telepharmacy services, inventory management, and credit access through embedded finance. These tools allow pharmacies to operate more efficiently while providing affordable and timely care to patients in their communities.

Zendawa addresses a major gap in the country's pharmaceutical supply chain, where public sector stockouts and inconsistent supplier access have left many small pharmacies without the tools they need to thrive. The platform currently supports over 820 pharmacies in Nakuru and Nairobi and has helped serve more than 26,000 patients.

Zendawa aims to build a national network of trusted pharmacy partners that can offer both clinical and commercial services through a unified digital infrastructure.

Kenya

Focus Area

Pharmaceutical e-Commerce

Company Name

Zendawa

Partners

endeavor | Microsoft | Flapmax | intel | alx VEN+URES

Business Model

1. Zendawa operates dual B2B and B2B2C models, partnering with pharmacies to earn 15% commission on gross merchandise value and 1% fees on embedded finance tools.

2. On the B2B2C side, Zendawa facilitates specialized e-consultations and earns a 20 percent commission per session.

3. The platform also provides pharmacies with digital business management tools and credit support to stabilize operations and improve medicine availability.

Key Success Factors

1. Zendawa has onboarded over 1,000 monthly active users and continues to grow its footprint among small and midsize pharmacies.

2. Its partnerships with Microsoft's ADC program and logistics provider Kutuma have helped the company reduce operational costs and improve service delivery.

3. Zendawa's leadership team brings deep expertise in pharmacy, finance, and technology, giving the company strong positioning in both health and startup ecosystems.

4. By building a platform that meets regulatory standards and integrates with existing health systems, Zendawa is well placed to support national health priorities and pharmaceutical access across Kenya.

Scaling Strategy

1. Zendawa plans to increase the number of pharmacies on its platform from 820 to 5,000 over the next 24 months.

2. The company is also working with Jhpiego to explore distribution of antiretrovirals through its network and is in discussions with insurers to become an aggregator of pharmacy services.

3. Internally, Zendawa will continue to improve user experience on the platform and introduce new AI features that help reduce costs and support clinical decision-making.

Funding Ask

Zendawa is seeking to raise **USD 1,000,000** in a SAFE round to support customer acquisition, platform upgrades, team expansion, and research and development.

HEALTHTECH HUB

Cote d'Ivoire

Focus Area
Mental Health (and Workforce Wellness)

Company Name
Yodan

Partners

Introduction

YODAN is the first digital mental health platform built specifically for workplaces in Francophone Africa. The platform helps companies address the growing burden of employee stress, absenteeism, and burnout by providing secure access to professional mental health care alongside organizational tools that improve workforce well-being.

Employees use YODAN to access licensed therapists, monitor their mental health, and receive personalized care throughout the week. Employers use the platform's dashboards to assess psychosocial risks, meet health compliance requirements, and track improvements in staff wellness.

YODAN offers a full-circle solution that includes a digital platform, in-person clinic support, and a network of certified providers. Through its LAMFI insurance product, YODAN embeds mental health care into employer-sponsored health plans, making these services both accessible and affordable for employees.
With its early traction in Côte d'Ivoire (15 paying clients, and USD 80,000+ in 2024 revenue), YODAN is laying the groundwork for a shift in how businesses across West and Central Africa address mental health at work.

Business Model

1. YODAN follows a B2B subscription model where employers pay $50 per employee annually for platform access, including mental health screenings, counseling, and workforce dashboards.

- -

2. For specialized care, companies or individuals pay additional fees for services like therapy sessions, typically priced at USD 8 per consultation.

- -

3. The platform also aligns with global health and labor guidelines which helps employers meet rising compliance demands across Francophone markets.

- -

4. It's hybrid care approach, which includes a physical clinic, private listening suites, and online consultations, allows YODAN to address cultural sensitivities around mental health while ensuring continuity of care.

- -

2. The company aims to serve high-compliance industries such as banking, education, and manufacturing, where mental health risks are often higher and regulation more advanced.

- -

3. It will strengthen its data analytics module to provide richer insights to employers and expand its network of therapists and in-person facilities to ensure coverage in major cities.

- -

Key Success Factors

1. It's integration into employer insurance packages through LAMFI creates a built-in distribution path that lowers friction for adoption.

- -

2. The company combines strong product design with a team that holds deep expertise in psychiatry, insurance, finance, and digital systems.

Scaling Strategy

1. YODAN plans to expand across West and Central Africa by leveraging its insurance-integrated model and corporate HR partnerships.

Funding Ask

YODAN is not actively raising but is preparing for a structured capital raise to support regional expansion and product growth.

Introduction

Vittas provides affordable, technology-enabled financing solutions to pharmacies and hospitals in Nigeria.

The company addresses one of the most critical challenges in the healthcare system - lack of access to working capital. In a country where healthcare providers face an USD 82 billion funding gap, limited access to credit prevents many facilities from purchasing essential medicines and equipment.

Vittas solves this problem by offering tailored loans that go directly to approved suppliers, ensuring that financing is used to strengthen operations rather than cover general expenses. In addition to financing, Vittas offers accounting software and point-of-sale (POS) systems that improve financial visibility and cash flow management. These tools help facilities transition from manual records to digital systems and prepare them to qualify for future credit.
Vittas also integrates AI into its underwriting model, using financial data from its software tools to improve lending decisions and reduce default risk.

Nigeria

Focus Area
Healthcare Financing and HealthTech Infrastructure

Company Name
Vittas

Partners

Business Model

1. Vittas earns revenue through three primary streams. The first is interest income (a monthly interest rate of 3.5%) from loans disbursed to healthcare providers, which accounts for 90% of its current revenue.

2. The second stream is SaaS revenue from it's accounting software, which costs USD 7 per month and helps healthcare businesses improve financial tracking.

3. The third stream comes from POS transaction fees, where Vittas earns 0.55% on every transaction processed through its terminals.

Key Success Factors

1. Since launching, Vittas has disbursed over USD 5 million in loans to 150 healthcare businesses, with a non-performing loan rate below 1%.

2. The company has acquired a licensed microfinance bank, which allows it to scale loan distribution and attract new funders.

3. Its proprietary risk assessment model uses data from client accounting systems to evaluate creditworthiness, while its AI strategy is built on a growing negative dataset that improves over time.

4. The team has strong networks in healthcare and finance and brings a track record of operational execution and compliance.

Scaling Strategy

1. Vittas plans to expand across peri-urban markets in Nigeria and eventually enter new geographies, including Ghana and Kenya.

2. It will deepen engagement with provider networks, sub-distributors, and hospital associations to improve loan distribution.

3. To complement this growth, the company will continue to build out its tech stack, with a focus on AI-powered credit tools, improved accounting integrations, and real-time analytics for providers.

4. Vittas also plans to offer clinician training on business and financial management through scientific conferences and webinars.

Funding Ask

1. Vittas is pursuing a blended financing strategy. It seeks **USD 500,000** in grant funding to support product development, expansion into peri-urban areas, and tracking of health outcomes. In parallel, the company is raising **USD 250,000** in equity through a SAFE instrument.

2. Vittas is also exploring a bank guarantee that would unlock up to **USD 1 million** in committed capital from the Bank of Industry.

umed
la médecine chez vous

Côte d'Ivoire

Focus Area

Telemedicine and Home-Based Care

Company Name

Umed

Partners

Introduction

Umed is a hybrid healthcare platform that brings on-demand medical services to households in urban Côte d'Ivoire.

Built by the Agence de Développement de l'E-Santé (ADES), Umed offers a combination of telemedicine consultations and in-person home visits from certified health professionals.

The platform addresses major gaps in the healthcare system, where rapid urbanization and limited health infrastructure have made it difficult for families to access timely and quality care. Côte d'Ivoire ranks near the bottom globally in preventable mortality, and the rise in noncommunicable diseases has placed even more pressure on hospitals. Umed helps reduce this burden by turning homes into safe and reliable points of care.
Much like how Airbnb changed access to accommodation, Umed redefines access to care by bringing medical professionals directly to the patient - supported by digital systems that track and coordinate every visit.

Business Model

1. Umed generates revenue through direct billing, subscriptions, corporate contracts, and pay-per-service offerings including home visits, teleconsultations, lab tests, imaging, and home hospitalization.

----

2. Families can subscribe to monthly packages that provide access to bundled services, ensuring consistent and affordable care.

----

3. Umed partners with employers for occupational health programs, workplace checkups, and employee wellness packages, diversifying income and providing predictable cash flows.

----

4. The company also provides on-site medical teams for major events, including corporate gatherings and sports tournaments.

Key Success Factors

1. Umed has delivered 8,000+ homecare services to 2,000+ households in Abidjan and signed corporate contracts with 50+ companies.

----

2. The company's team combines experience in clinical medicine, digital health, and project management, ensuring that services meet high standards of safety and quality.

----

3. Umed partners with the Ministry of Health for home-based care programs including COVID-19 response and with VACCIPHA for home vaccinations.

----

4. It's physical operations base and growing digital infrastructure provide flexibility to meet patient needs while adapting to regulatory requirements and market demands.

Scaling Strategy

1. Umed plans to expand to two additional cities in Côte d'Ivoire and lay the groundwork for regional growth across West Africa.

2. The company will increase its homecare capacity by partnering with medical equipment suppliers and broadening the range of services that can be offered at home.

----

3. Umed also aims to roll out a structured franchise and licensing model that allows trusted local partners to deliver care under its brand.

Funding Ask

1. Umed is seeking to raise **USD 2.3 million** through grants and equity to fund mobile medical fleet expansion, team growth, establishment of a new clinical campus, and digital infrastructure development.

----

2. It will also help the company increase awareness of it's services through targeted outreach and brand partnerships.

HEALTHTECH HUB

Tanzania

Focus Area
Assistive Mobility (3D-Printed Prosthetics and Orthotics)

Company Name
Roverlabs

Partners

Introduction

Roverlabs is a health technology company based in Tanzania that develops advanced, affordable prosthetic and orthotic devices using 3D printing and myoelectric systems.

The company focuses on underserved communities where access to assistive mobility tools remains scarce due to high costs, long wait times, and lack of local manufacturing capacity.

At the core of Roverlabs' solution is a fully digital and remote-enabled production process. Patients are scanned using portable 3D scanners, and their data is uploaded to a cloud-based platform where clinicians and designers collaborate on customized devices.
These prosthetics are built using adaptive myoelectric technology that allows the device to respond to the user's muscle signals through EMG sensors. Roverlabs also uses medical-grade materials and generative design techniques to ensure the devices are comfortable, functional, and tailored to each individual.

Business Model

1. Roverlabs operates across B2C and B2B2C channels. It sells customized prosthetic and orthotic devices directly to individuals using its remote 3D scanning and telehealth platform.

- -

2. It also partners with hospitals, NGOs, and rehabilitation centers to serve patients at scale and reduce distribution costs. These institutional partners refer patients, co-fund device costs, and provide follow-up care.

- -

3. Roverlabs earns revenue through direct product sales and institutional contracts and plans to introduce a subscription model for device servicing, follow-ups, and upgrades.

Key Success Factors

1. The company holds a medical device manufacturing license from Tanzania Medical and Drug Authority and has received African Union recognition for robotics and AI innovation.

- -

2. Roverlabs has also secured a place in the UNDP Funguo Innovation Program and built partnerships with insurance providers, hospitals, and mobility networks.

- -

3. It's team includes engineers, prosthetists, and business developers who bring a combination of technical and operational knowledge.

- -

4. The platform's ability to deliver high-quality care remotely sets Roverlabs apart in a sector often constrained by physical infrastructure and geographic barriers.

Scaling Strategy

1. Roverlabs plans to increase its in-house production capacity by acquiring specialized equipment such as SLS 3D printers, micro-injection moulding tools, and advanced scanning software.

- -

2. As it expands, Roverlabs will continue to build partnerships with insurance providers and referral networks to broaden access and reduce patient costs.

- -

3. The company will also invest in community outreach to raise awareness and train local healthcare workers on screening, measurement, and follow-up processes.

- -

Funding Ask

Roverlabs seeks to raise **USD 1,000,000** in grants, convertible notes, and SAFE instruments. The capital will be used to acquire manufacturing equipment, expand to a larger production space, and grow the technical and operations team.

HEALTHTECH HUB

Pana+Care

Kenya

Focus Area

Telehealth for Non-Communicable Diseases

Company Name

PanaCare

Partners

AFRICAN IMPACT INITIATIVE

Introduction

PanaCare is a healthcare company based in Kenya that provides affordable, specialized care for noncommunicable diseases through a network of local clinics and digital tools.

The platform focuses on elderly patients and low-income communities who often face high costs and long travel times when seeking care for conditions such as hypertension and diabetes.

PanaCare solves this gap through a three-way teleconsultation model that connects patients, local clinicians, and remote specialists. The company also builds customized hospital management systems (HMIS) for partner clinics to improve data collection, disease tracking, and quality of care.
In a country where NCDs account for more than 50% of inpatient admissions and 40% of hospital deaths, PanaCare offers a timely and scalable solution to deliver long-term care and support to vulnerable populations.

Business Model

1. PanaCare earns revenue through a mix of patient subscriptions, software licensing, and revenue sharing with clinics and doctors.

2. Patients pay a monthly fee of USD 19.24 (KES 2,500), which entitles them to two consultations per month. From each subscription, USD 9 goes to the specialist doctor and USD 2 goes to the clinic.

3. Clinics also pay an annual fee of USD 2,500 to access PanaCare's HMIS system.

Key Success Factors

1. PanaCare has supported more than 3,200 consultations and built a network of nine partner clinics.

2. It currently serves 431 active subscribers and has received recognition from the African Union and the Standard Chartered Women in Tech program.

3. The company's leadership team combines expertise in software development, clinical operations, and healthcare marketing, giving it strong capacity to grow.

4. Its patient-centered approach, which includes care delivered in local languages, has driven high satisfaction and retention across its user base.

Scaling Strategy

1. PanaCare plans to expand into additional counties in Kenya by partnering with community health workers and public clinics.

2. The company will increase outreach through digital marketing campaigns, medical camps, and public health events to grow awareness and onboard more users.

3. It also aims to strengthen its public sector presence by aligning with national NCD strategies and integrating with health financing programs.

4. Internally, PanaCare is working to upgrade its technology platform to improve compliance with interoperability standards and to streamline the referral and data-sharing process across clinics.

Funding Ask

PanaCare seeks to raise **USD 250,000** in grants and/ or equity funding. The capital will be allocated toward product development, marketing, research, and strategic partnerships.

HEALTHTECH HUB

Introduction

Jiji Health is a digital health platform that helps clinics and hospitals improve operations, access, and service delivery. Jiji Health addresses major structural barriers in the region's health systems, where nearly half of the population lacks access to essential care and many providers still rely on manual systems.

The platform offers a modular Hospital Management Information System (HMIS) that includes electronic medical records, billing tools, tax compliance features, blood service management, and AI-based diagnostics.

It also supports healthcare professionals through an e-learning portal and locum job placement, while patients can use a mobile app to find services, book appointments, and view medical records.
Jiji Health creates an integrated digital ecosystem that connects providers and patients while improving data visibility, care coordination, and overall efficiency.

Kenya

Focus Area
Digital Health Systems and
Service Discovery

Company Name
Jiji Health

Partners

amref health africa | Kenya Red Cross | villgro africa | COBA
BCG | DIGITALENT | impacc | AUDA-NEPAD

Business Model

1. Jiji Health earns revenue through a usage-based software model that allows clinics to pay only for the services they use.

- -

2. Additional revenue streams include advertising for healthcare providers, commissions from patient referrals, subscriptions for e-learning content, and custom feature development fees.

- -

3. Jiji Health also integrates with Kenya's national tax system (ETIMS) and health insurance platforms, which allows it to support compliance and unlock institutional partnerships.

- -

Key Success Factors

1. Jiji Health has already onboarded more than 120 clinics and is the first digital platform in Kenya to integrate directly with ETIMS.

2. The platform also connects with NHIF and PharmAccess systems, demonstrating strong regulatory alignment.

- -

3. The Jiji Health team combines deep local healthcare knowledge with strong technical capacity to build features that reflect on-the-ground realities.

- -

4. Its mobile-first design and usage-based pricing model lower entry barriers for small clinics, while its all-in-one offering reduces dependence on multiple vendors.

- -

Scaling Strategy

1. Jiji Health plans to scale by onboarding more than 500 additional clinics in Kenya and launching early-stage operations in Uganda and Tanzania.

2. It will deepen integrations with laboratories, insurers, and referral networks to create a more connected digital health ecosystem.

- -

3. The company is also enhancing its e-learning and CME modules for healthcare workers, pending accreditation from Kenya's regulatory bodies (PPB, KMLB, NCK).

- -

4. Internally, Jiji Health is refining its public-private partnership (PPP) engagement strategy and seeking clearer entry points into government-supported programs.

- -

Funding Ask

Jiji Health is not actively fundraising but is preparing for a future capital raise to support expansion and product refinement.

Introduction

HuluCares is a healthcare company in Ethiopia that combines traditional community structures with modern digital tools to deliver accessible, affordable care.

The company operates in a country where less than 1% of the population has health insurance and 66% of medical costs are paid out of pocket. HuluCares bridges this gap through a suite of services that includes community-based health insurance (Hululddir), a women's health insurance product (Lanchi), digital health savings accounts (HuluTena), and an electronic medical record system (HuluMRS) built on OpenMRS.

The platform also supports 24/7 telemedicine services and is developing outpatient clinics and diagnostic centers that anchor care delivery in underserved areas.
By working through Iddirs, Ethiopia's traditional mutual aid networks, HuluCares builds trust with communities and brings formal health services into familiar, grassroots systems.
The result is a culturally grounded, tech-enabled model that makes healthcare more inclusive and financially sustainable.

Ethiopia

Focus Area

Community Health Insurance and Digital Primary Care

Company Name

HuluCares

Partners

Business Model

1. HuluCares operates a multistream business model that serves individuals, households, and institutions. Revenue comes from premiums paid by Iddir members, which are structured for flexibility and affordability.

----

2. The company also earns facilitation fees from Iddir-based programs, commissions from telemedicine services and pharmacy referrals, and technical assistance fees for public-private health initiatives.

Key Success Factors

1. HuluCares has enrolled over 4,000 members and partnered with more than 30 Iddirs to build a strong foundation for scale.

----

2. The company has delivered over 10,000 telemedicine consultations and formed partnerships with key financial and health institutions, including NIB Insurance, VisionFund Microfinance, and FSD Ethiopia.

3. HuluCares has received multiple innovation awards for its inclusive insurance products and has gained early validation from both local communities and national actors.

----

4. The team brings deep expertise in health systems, finance, operations, and community engagement, which enables it to design services that are both technically sound and locally relevant.

Scaling Strategy

1. HuluCares aims to grow its operations across all regions of Ethiopia and lay the foundation for pan-African expansion by 2027.

----

2. The company will deepen its work with Iddirs and scale agent networks that deliver enrollment, training, and support services.

3. It will also strengthen its partnerships with health providers and insurers to increase service availability and coverage options.

----

4. HuluCares plans to expand its technology platform to support more users, refine its data infrastructure, and ensure full interoperability with public health systems.

Funding Ask

HuluCares seeks **USD 250,000** in grant funding for agent development, technology enhancement, operational expansion, strengthening Iddir partnerships, and launching new regional pilots.

Introduction

Enovpharm is a health innovation company in Côte d'Ivoire that strengthens public health systems through digital infrastructure and public-private partnerships.

Its flagship platform, VACCIPHA, transforms private pharmacies and clinics into vaccination hubs, using digital tools to manage appointment scheduling, stock tracking, and real-time reporting. VACCIPHA improves vaccine access by linking the private sector with national immunization programs, especially in underserved areas where public health facilities are limited.

The platform has served nearly 20,000 patients across 457 private facilities, including 361 pharmacies and 96 clinics. Enovpharm's adaptable design allows the platform to support other critical services such as tuberculosis care, nutrition, and family planning. By integrating private sector reach with public sector goals, Enovpharm builds more resilient, data-driven health systems.

Cote d'Ivoire

Focus Area

Vaccine Distribution and Health Infrastructure

Company Name

Enovpharm

Partners

Business Model

1. Enovpharm operates across B2B, B2B2C, and B2G channels, earning service fees from consumers accessing vaccines and services at partner pharmacies and clinics, plus a 20% revenue share per vaccine administered.

2. The company also offers technical assistance to partners through tailored training, capacity building, and public-private health design services.

Key Success Factors

1. Enovpharm has built one of the most extensive private sector health networks in Côte d'Ivoire, with more than 450 active facilities and strong relationships with frontline providers.

2. The company has gained the trust of both public institutions and international donors, including GAVI and Orange Telco, with whom it is co-developing a major health data project.

3. Enovpharm's ability to integrate digital tools into everyday pharmacy operations, while maintaining compliance and service quality, sets it apart in the field of health logistics.

4. Its leadership team brings experience in health systems, data architecture, and last-mile delivery, enabling it to execute across both policy and operations.

Scaling Strategy

1. The company has also been recognized among the top 25 startups in the country for its innovation and system-level impact.

2. Enovpharm plans to expand VACCIPHA's reach and enhance interoperability by developing an API layer connecting private sector data with national health systems to strengthen data infrastructure.

3. Enovpharm aims to establish a public health technopole serving as an innovation hub to anchor technical assistance and support partners in implementing scalable healthcare solutions.

4. The company will increase its training offerings for pharmacy and clinic staff and deepen its relationships with Ministries of Health to ensure policy alignment and secure government buy-in for future services.

Funding Ask

Enovpharm is raising **USD 10 million** in grants and equity funding to develop API infrastructure for its new data project, scale the VACCIPHA platform, and establish a Public Health Technopole.

HEALTHTECH HUB

Rwanda

Focus Area

EMR Systems and AI-Powered Health Infrastructure

Company Name

Dynasoft (Medisoft)

Partners

Introduction

Dynasoft is a Rwandan health technology company that develops Medisoft, an advanced electronic medical records platform designed to digitize and simplify healthcare workflows.

Medisoft supports a wide range of services including patient registration, diagnosis tracking, billing, insurance claims, and reporting. The platform is fully integrated with Rwanda's national Health Information Exchange (OpenHIE) and the national insurance system RSSB-CBHI, allowing clinics and hospitals to submit claims and share patient data with ease.

Dynasoft plays a critical role in Rwanda's broader digital health strategy by improving efficiency, reducing paperwork, and enabling facilities to manage large patient loads with greater accuracy. The company is now expanding its AI capabilities to support diagnostics and clinical decision-making, with a long-term goal of becoming the preferred EMR provider across East Africa.

Business Model

1. Dynasoft uses a SaaS model combining subscription fees and usage-based pricing, charging healthcare facilities monthly or annual rates for Medisoft's core EMR features, with additional fees for custom integrations, training, onboarding, and capacity-building services.

2. Dynasoft offers anonymized and aggregated health insights to public health authorities for planning and evaluation, creating an additional revenue stream.

3. Its AI features, which include diagnostics and analytics, follow a pay-per-use model that aligns with patient volume.

Key Success Factors

1. Dynasoft is active in more than 80 health facilities across Rwanda and has been officially recognized by the government as a trusted EMR provider.

2. Dynasoft has built deep expertise in health system integration and data security, which has enabled it to support millions of patient records and drive adoption across both public and private sectors.

3. The company's platform architecture is modular and scalable, which allows for rapid deployment in new facilities.

4. Dynasoft's AI development prioritizes interoperability, enabling connections with other regional EMRs to create a seamless intelligent support layer for clinicians.

5. The company's locally rooted team combines healthcare experience and technical skill, ensuring strong alignment with country-specific needs.

Scaling Strategy

1. Dynasoft plans to expand beyond Rwanda by targeting countries in East Africa that have similar healthcare structures and digital health priorities.

2. The company will leverage its integration with OpenHIE and its track record with insurance systems to form new partnerships with Ministries of Health and national insurance bodies.

3. It will also roll out new AI features that support diagnostics, early warning systems, and care coordination, especially for maternal and chronic care.

4. To ensure wide adoption, Dynasoft will provide integration APIs for other EMR vendors and offer value-added services like data analytics, health planning dashboards, and population health reports.

Funding Ask

Dynasoft seeks to raise **USD 1,500,000** in grant funding. The capital will support further development of its AI capabilities, onboarding of new facilities, and regional expansion.

HEALTHTECH HUB

Drugstore.ng

Nigeria

Focus Area

Pharmacy e-Commerce and Digital Health Infrastructure

Company Name

Drugstore Nigeria

Partners

Baobab NETWORK

Introduction

Drugstore Nigeria is a digital pharmacy company that improves access to affordable and high-quality medicine through three core platforms: Drugstore.ng, Pharmacy.ng, and Virtualrx.ng.

Drugstore.ng is a marketplace where pharmacies list and sell medicines directly to customers. Pharmacy.ng allows pharmacies to build their own digital storefronts, while Virtualrx.ng helps them track and manage inventory using cloud-based tools.

Together, these platforms create an end-to-end solution that supports inventory control, e-commerce, and data-driven management for pharmacies across Nigeria. Drugstore Nigeria helps solve critical challenges in the pharmaceutical supply chain, including high costs, fake drugs, and poor stock visibility.
With over 25,000 registered pharmacies in the country and growing demand for reliable online options, Drugstore Nigeria aims to become the operating system for African pharmacies.

Business Model

1. Drugstore generates revenue through subscription and transaction fees: USD 33 annual pharmacy hosting fees, 15% commission on sales, and separate subscription fees for inventory management.

2. Drugstore partners with third-party logistics for order fulfillment and plans to commercialize data insights by offering analytics services to pharmaceutical companies and government agencies.

Key Success Factors

1. Drugstore has onboarded over 400 pharmacies to its marketplace and added more than 500 businesses to its inventory platform.

2. It records over 1 million monthly product searches and has 50,000 active users across its platforms.

3. The company has also expanded its services to Ghana and is building out new business lines to support growth.

4. It's team combines pharmaceutical expertise, software development skills, and business strategy, giving the company the ability to adapt quickly and serve a wide range of pharmacy clients.

Scaling Strategy

1. Drugstore Nigeria plans to scale its new business lines, especially Pharmacy.ng and Virtualrx.ng, to reach more pharmacy clients and deepen engagement across the ecosystem.

2. The company is refining its go-to-market strategy to improve product adoption and support pharmacy onboarding.

3. It will invest in marketing, customer support, and partnerships with pharmaceutical suppliers to secure competitive prices for clients.

4. It also plans to use the data collected across its platforms to build analytics tools that support smarter procurement and regulation in the sector.

Funding Ask

Drugstore Nigeria seeks to raise **USD 100,000** in equity to support the growth of its new business lines. The capital will fund platform development, marketing and sales efforts, and technical support.

DOT GLASSES

Kenya (Global HQ), Uganda, Ethiopia, Tanzania (new), Rwanda (new), South Africa (new), Nigeria, Nepal

Focus Area

Assistive Tech (Affordable Vision Care)

Company Name

Dot Glasses

Partners

Introduction

Dot Glasses is a social enterprise addressing the global crisis of uncorrected poor vision, which affects over 1 billion people, particularly in low-income and underserved regions.

The company has developed a patented, modular eyeglasses system that dramatically simplifies vision testing and prescription delivery. This includes one-size-fits-all adjustable frames, snap-in prescription lenses, a basic vision-testing toolkit, and a portable "optical shop in a bag" - all designed for delivery in under 10 minutes by a layperson with just three days of training.

With a wholesale cost of USD 2 and a retail price between USD 3 and 6, the model ensures both affordability and sustainability for local distributors.
By eliminating the need for optometrists and expensive retail infrastructure, Dot Glasses empowers local entrepreneurs and health organizations to bring vision care to last-mile populations quickly and affordably.

Business Model

1. Dot Glasses operates a B2B2C model. It sells glasses and diagnostic kits at wholesale prices to partners such as NGOs, community health organizations, pharmacies, and social entrepreneurs.

2. These partners receive training, certification, and operational support, including access to a mobile app that supports data tracking and distribution analytics.

3. In Kenya and Uganda, Dot Glasses distributes directly to partners. In other markets, it licenses it's brand and distribution rights to master distributors who manage local implementation.

Key Success Factors

1. Dot Glasses has reached more than 500,000 people with its screening tools and referred over 50,000 for follow-up care.

2. The company holds ISO certification, which reinforces its commitment to quality and enables procurement through public systems.

3. It's team of 27 spans Kenya and Uganda, supported by partnerships with governments, NGOs, and private sector players.

4. The company's Red Dot Design Award-winning product combines affordability, durability, and design to overcome cultural and logistical barriers in vision care access.

5. It's direct distribution experience in East Africa and its scalable master distributor model provide a strong foundation for global growth.

Scaling Strategy

1. Dot Glasses plans to scale from 450 to 1,000+ distribution points by leveraging partnerships and launching an agent-based model empowering local entrepreneurs with the "optical shop in a bag."

2. The agent model has already shown success in Ethiopia and is now being expanded to Ghana, Zambia, Zimbabwe, DRC, South Sudan, and Somalia.

3. The company is also refining its go-to-market strategy to better address behavioral misconceptions about vision care and improve product positioning in new markets.

4. Regulatory mapping and product approvals are underway in several countries to ensure compliant expansion.

Funding Ask

Dot Glasses is raising **USD 1 million** in convertible notes/SAFE instruments to strengthen Kenyan sales and marketing (25%), expand regionally to Uganda and Ethiopia (35%), develop new markets including Ghana, Zambia, Zimbabwe, and DRC (25%), and refine the agent model (15%).

HEALTHTECH HUB

DO

Togo

Focus Area

Digital Health Records and Patient Access

Company Name

DokitaEyes

Partners

AMBASSADE DE FRANCE AU TOGO

RÉPUBLIQUE TOGOLAISE
Ministère de la Santé, de l'Hygiène Publique et de l'Accès Universel aux Soins

Introduction

DokitaEyes is a digital health records platform that centralizes patient information to improve access, coordination, and quality of care in Togo.

The system replaces paper-based records with a digital platform linked to a QR code, available via a physical card or mobile app, allowing healthcare providers to retrieve patient histories, monitor medications, and manage follow-up care. Patients can also use the platform to schedule appointments, view lab results, and order medication, creating an end-to-end system that connects hospitals, pharmacies, and individuals.

The company was founded in 2021 in response to widespread inefficiencies caused by missing files, slow service, and medical errors linked to paper records.

DokitaEyes aims to collaborate with the Ministry of Health to deploy the platform across all public hospitals in Togo and to expand through partnerships with other governments and pharmaceutical companies.

Business Model

1. DokitaEyes operates on subscription and transaction fees: hospitals and pharmacies pay USD 400 annually, while patients pay USD 5 for initial access and USD 1 for annual renewal.

----

2. The company also charges USD 1 per appointment booking and per medication delivery made through the platform.

Key Success Factors

1. DokitaEyes has signed partnerships with 48 pharmacies and 42 hospitals, reaching over 29,000 customers, including 12,000 pregnant women and 67,000 children through the ISME program.

2. The company has generated over USD 20,000 in revenue from subscriptions, card sales, and app access, and has served 26,000 patients through its medical facilitators.

----

3. The platform partners with the Ministry of Health and French Embassy to digitize national antenatal care, with offline/online capabilities and low costs appealing to public and private providers.

----

4. DokitaEyes stands out as one of the few EMR companies in Francophone West Africa focused on integrated patient access, medication fulfillment, and national health digitization.

Scaling Strategy

1. DokitaEyes plans to expand to six countries by 2026, building on its early traction in Togo and partnerships with government and health actors.

2. The company will roll out its data-as-a-service (DaaS) model to pharmaceutical companies, offering real-time data on prescription patterns, medicine demand, and service access.

----

3. It also plans to introduce an AI tool that gives patients real-time updates on crowd levels and available services in hospitals, improving navigation and reducing wait times.

----

4. Internally, DokitaEyes is working to strengthen its go-to-market strategy and develop a scalable operational roadmap.

Funding Ask

DokitaEyes is not currently fundraising but is focused on building traction and preparing for future investment.

HEALTHTECH HUB

Introduction

Chefaa is a GPS-enabled, AI-powered digital pharmacy platform based in Egypt that improves access to chronic care medications through a vertically integrated logistics and fulfillment system.

Founded in 2018, Chefaa helps patients manage recurring prescriptions with ease by offering digital prescription uploads, refill scheduling, and real-time home delivery. The platform addresses persistent challenges in Egypt's pharmaceutical landscape, including fragmented supply chains, inconsistent delivery, and low adherence among chronic care patients.

With a trusted network of licensed pharmacies and AI tools that automate reminders and optimize order routing, Chefaa reduces the burden on patients, caregivers, and health facilities. The company has grown into a national infrastructure layer for medicine access and chronic care continuity and has become a key partner for public programs, insurers, and corporates working to improve health outcomes and reduce absenteeism.

Egypt

Focus Area

Digital Pharmacy and Chronic Care Delivery

Company Name

Chefaa

Partners

Business Model

1. Chefaa operates a hybrid B2C/B2B model, earning 7-8% commissions from 1,000+ pharmacy partners on instant deliveries and 12-16% on scheduled deliveries through Big Save.

- -

2. For corporate and insurance partners, Chefaa charges a retail margin of 2 to 4% based on negotiated plans.

- -

3. The company also generates recurring revenue from Business Intelligence Hub subscriptions and earns 3-6% margins through product sourcing and supply.

- -

Key Success Factors

1. Chefaa serves over 3.5 million monthly active users and has more than 1 million mobile app installs.

- -

2. The platform fulfills over 100,000 monthly orders with 95%+ delivery accuracy and achieves same-day delivery in 85% of metro areas.

3. Chronic care patients show strong loyalty with 25% repeat usage driven by refill scheduling, adherence support, and reliable service.

- -

4. The company operates in 16 cities, improving delivery speed and stock availability through AI-based demand forecasting and order-matching.

- -

5. With a growing corporate and insurance portfolio and strong SDG alignment, Chefaa is recognized as a market-ready platform for equitable medicine access in Egypt and beyond.

- -

Scaling Strategy

1. Chefaa plans to expand its footprint regionally, with a focus on Saudi Arabia and the wider MENA region.

- -

2. The company will scale chronic care programs to reach 20+ million regional patients while deepening e-prescription and EMR integrations for improved B2B engagement.

3. Internally, Chefaa is investing in new AI products to support order prediction, supply chain automation, and operational efficiency.

- -

4. It will also grow its white-label fulfillment and enterprise partnerships, positioning itself as an infrastructure partner for national health systems, corporates, and insurers.

- -

Funding Ask

1. Chefaa is seeking to raise **USD 2 million** in 2025 through a SAFE note and an additional **USD 4 million** in equity in 2026.

- -

2. In parallel, the company is also targeting **USD 500,000** in equity-free capital from donors and innovation funds to support it's Business Intelligence Hub.

- -

3. The capital will be used to scale operations, automate internal systems, acquire new markets, and launch its next-generation AI product.
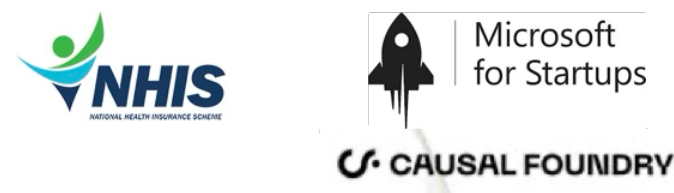
HEALTHTECH HUB

Ghana

Focus Area

Affordable Pharmacy Access And Community Health Delivery

Company Name

Aide Chemists

Partners

NHIS

Microsoft for Startups

CAUSAL FOUNDRY

Introduction

Aide Chemists is a Ghanaian pharmacy chain and health access platform that improves the availability of affordable, high-quality medicine in both urban and underserved areas.

Launched in 2012, the company now operates 14 pharmacies across three regions, offering trusted medications, remote consultations, and digital services tailored for chronic and acute care. Aide Chemists addresses critical gaps in Ghana's pharmaceutical sector, where substandard drugs, inflated prices, and long travel distances make it difficult for patients to access consistent care.

The company sources medicines directly from trusted local and international manufacturers and uses its ERP system to track disease patterns and respond to outbreaks. Patients can also receive telepharmacy consultations via WhatsApp and place remote orders, including for relatives living abroad.

By combining pharmacy retail, digital services, and community health initiatives, Aide Chemists has positioned itself as a reliable provider for everyday health needs in Ghana.

Business Model

1. Aide Chemists runs a multi-channel retail model with digital platform support and partnerships, having acquired and restructured 14 underperforming pharmacies to boost efficiency and build over 55,000 active loyalty customers.

2. Patients spend an average of 1,500 cedis (approximately USD 120) per visit, and 70% return for repeat purchases.

3. The company's new e-pharmacy app, Momentum, connects users to its pharmacy network and supports home delivery.

4. It also runs a B2B distribution channel supplying medication to clinics and government facilities

Key Success Factors

1. Since inception, Aide Chemists has generated over USD 21 million in cumulative revenue and processes more than 260,000 annual transactions, with 63% from over-the-counter sales.

2. The company operates under Ghana's National Health Insurance Scheme with a 72% female workforce, serving 360,000+ patients, delivering 10,000+ contraceptives, and treating 5,000+ malaria cases through its pharmacies.

3. The Momentum app has over 3,000 downloads and serves both domestic users and Ghanaians abroad purchasing medicines for relatives.

4. Aide Chemists has strong product-market fit as Ghana's leading integrated pharmacy chain combining physical, digital, and public health services.

Scaling Strategy

1. Aide Chemists plans to expand from three to eight regions through franchising, converting independent pharmacies into Aide-branded outlets with central systems, inventory, and training.

2. The company is also investing in low-cost manufacturing partnerships to supply generics at affordable prices, strengthening its margin and pricing control.

3. Aide will scale its Momentum app to onboard more customers and improve order flow, supported by AI features for data capture and refill tracking.

4. The company will phase out underperforming B2B operations and refine go-to-market strategies to enhance sustainability.

Funding Ask

Aide Chemists is seeking to raise **USD 1 million** through equity, debt, and grants to fund franchise expansion into five new regions (40%), manufacturing partnerships (20%), Momentum app customer acquisition (10%), hiring (8%), software development (7%), and patient relief programs (6%).

HEALTHTECH HUB

Introduction

Tiny Hearts is developing affordable, solar-powered phototherapy devices to treat neonatal jaundice, a leading cause of infant mortality in Nigeria.

With fewer than 15 percent of Nigerians having access to reliable electricity, conventional phototherapy units remain inaccessible for many hospitals. Tiny Hearts addresses this gap through locally manufactured Crib A'Glow phototherapy units, which provide life-saving treatment even in off-grid settings.

The company also supplies a complementary suite of neonatal tools, including the Bili-Jaundice Ruler (a visual assessment tool), Photo-care blindfolds (for eye protection during treatment), and Yello-Baby — a digital skin-tone analysis device for precise jaundice detection.
Since 2017, Tiny Hearts has treated over 1 million babies and trained 4,000 healthcare workers, from pediatric nurses to traditional birth attendants, in early jaundice detection and safe phototherapy use.

Nigeria

Focus Area
Neonatal Health and Medical Devices

Company Name
Tiny Hearts

Partners

Business Model

1. It sells its phototherapy devices, accessories, and spare parts to private and public healthcare facilities.

- -

2. Through its B2G channel, Tinyhearts has partnered with Nigerian Army hospitals and international NGOs like UNICEF to deploy Crib A'Glow phototherapy units across Northern Nigeria.

- -

3. The company also offers hands-on training services to clinicians and neonatal health workers, generating income while building a stronger ecosystem for early jaundice care.

- -

4. All products are designed and manufactured locally, which ensures affordability and alignment with local clinical needs.
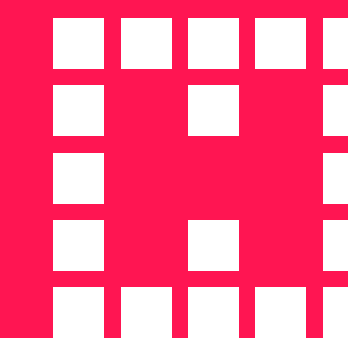
Key Success Factors

1. Since 2017, Tiny Hearts has provided care to over 1 million babies and trained 4,000 healthcare professionals, including pediatric nurses, nursing and medical students, community health workers, and traditional birth attendants.

- -

2. It's Crib A'Glow phototherapy units have been widely adopted in public and private health facilities across Nigeria.

- -

3. The company's strong manufacturing partnerships, integration with hospital workflows, and expansion into complementary tools have positioned it as a trusted neonatal care brand.

- -

4. The team also maintains robust monitoring systems to track device use and treatment outcomes in collaboration with on-the-ground health workers.

Scaling Strategy

1. Tiny Hearts will scale through hospital partnerships, regional expansion, and strengthened distribution networks.

- -

2. It's go-to-market strategy encompasses email marketing, direct sales, and partnerships with sub-distributors, while focusing on clinician training to drive adoption and ensure proper device usage.

- -

3. Internally, Tiny Hearts is refining its latest prototype's 3D design for better usability while seeking assistance with financial model validation and pitch deck enhancement.

- -

4. These efforts will enable it to better articulate its value proposition across its growing product portfolio and engage effectively with investors and partners.

Funding Ask

Tiny Hearts is seeking to raise **USD 1.5 million** in a mix of debt and equity to support product development, expansion into new regions, and scaling of clinical training programs.

THANK YOU