

# Mid-Atlantic Health Care IT Forum

Troutman Pepper's  
Philadelphia Office

June 7, 2023

# A holistic approach to innovation.

From discovering new technologies to delivering patient care, from small startup to IPO and beyond – we help health IT innovators succeed. We combine decades of health care and technology experience to provide entrepreneurs, inventors, investors, and businesses with strategic advice on all of their transactional, intellectual property, regulatory compliance, risk mitigation and dispute resolution issues.

troutman.com

Troutman Pepper Hamilton Sanders LLP



Dear Forum Attendees,

On behalf of Troutman Pepper, this year's planning committee, and our sponsors, we extend a warm welcome to the Mid-Atlantic Health Care IT Forum. We are delighted to bring together this vibrant community to witness the insights of leading voices in the field of health care technology, and to learn more about several cutting-edge companies in the industry. This year's event promises to be exceptional, with a lineup of engaging discussions and networking.

Here are a few of the highlights you can look forward to:

- Our esteemed speakers will provide valuable insights into the strategic and financial environment of the health care technology landscape, offering their perspectives on what to expect in 2023 and beyond. Our speakers include:

**Roger Christopher**, Director, Fairmount Partners

**Glen Bressner**, Managing Partner, Activate Venture Partners

**Saul Richter**, Founding & Managing Partner, Rittenhouse Ventures

- Immediately following the investment panel, we have curated a lineup of six innovative and diverse companies that will present their groundbreaking work to our forum. The featured companies are:

**assisTek**

**DHRpro**

**Korio, Inc.**

**Mural Health**

**NeuroFlow**

**Rymedi**

We would like to express our gratitude to all the remarkable companies that applied to present at this year's event. The participation and attendance today are a testament to the remarkable growth within the health care technology industry, and we are eager to witness the achievements you will make in the coming years.

The Mid-Atlantic Health Care IT Forum is a unique opportunity to connect with industry experts, network with fellow professionals, and explore the latest advancements in health care technology. We encourage you to make the most of this event by engaging in meaningful conversations, sharing your experiences, and forging valuable connections.

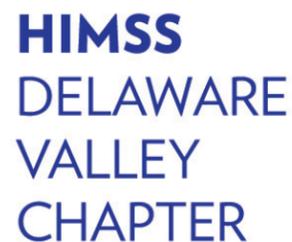
Once again, welcome to the Mid-Atlantic Health Care IT Forum. We hope you have a fulfilling and inspiring experience throughout the event. Together, let us drive innovation and shape the future of health care technology.

Best regards,

A handwritten signature in black ink that reads "Thomas P. Dwyer".

Thomas P. Dwyer, Partner, Troutman Pepper  
Corporate, Emerging Growth and Venture Capital Groups

# Thank you to our Partners and Sponsors



## MODERATOR



**Thomas Dwyer**  
Partner, Troutman Pepper

Tom is a partner in the Corporate Practice Group of Troutman Pepper, resident in the firm's Berwyn office. He serves as co-chair of the firm's Emerging Company/Venture Group and serves on the steering committee of the firm's Technology Group.

Tom's practice focuses on mergers and acquisitions, private equity, and growth equity venture capital transactions, and serves as outside general counsel to several emerging, middle market, and public companies. In addition to providing advice on general corporate matters, Tom also coordinates firm resources in other key areas such as intellectual property, regulatory and compliance, litigation, tax, and government relations. Tom actively advises and assists clients in achieving their legal and business goals, including making appropriate introductions to potential financing sources, accountants, investment bankers, consultants, and potential key employees.

Tom's health care and health care IT experience includes:

- Represented a technology-based health care equipment repair and service company in its exit to a private equity sponsor.
- Represented a video game-based technology company operating in the autism space with respect to corporate, financing, contracts, employee benefits, and financing matters.
- Represent and act as outside general counsel (corporate, contracts/licensing, intellectual property, health care regulatory, and tax) to a large, well-established HCIT company.
- Represented ColdLight Solutions, a machine learning and predictive analytics technology company operating substantially in the health care space, in its growth equity investment, Kayne Partners, and its subsequent sale to PTC (Nasdaq: PTC), a global provider of technology platforms and enterprise applications.
- Represented Greenphire, a market leading provider of cloud-based clinical trial payment management and data analytics solutions, in its Series A, and Series B venture financings and its sale to The Riverside Company, a global private equity firm.
- Represented Proscia, an innovative digital pathology technology provider in its Series Seed, Series A, \$23M Series B, and \$37M Series C capital raises.
- Represented Cloudnexa, a cloud migration technology-based service provider operating primarily in the health care space, in its sale to NHN.

Tom earned his J.D. from the University of Baltimore School of Law (1994) and B.A. from Brown University (1990). He is admitted to practice in Maryland, New Jersey, and Pennsylvania.

Tom can be reached at [thomas.dwyer@troutman.com](mailto:thomas.dwyer@troutman.com), 215.981.4603 (Philadelphia) or 610.640.7804 (Berwyn).



As we celebrate our 20th anniversary, Fairmount Partners is proud to support Troutman Pepper as a sponsor for the 2023 Mid-Atlantic Health Care IT Forum.

Fairmount Partners is a leading independent investment bank providing M&A, capital raising, and strategic advisory services to middle market and emerging growth companies spanning the Technology, Consulting & Technology Services, Healthcare, and Industrial & Consumer sectors. Over our 20 year history, we have advised clients on over 280 transactions in 24 countries accounting for more than \$16 billion in aggregate value.

[fairmountpartners.com](http://fairmountpartners.com)

Fairmount Partners is a registered Broker Dealer, member FINRA and SIPC.

## INVESTMENT PANEL



**Glen Bressner**

Managing Partner, Activate Venture Partners

Glen is managing partner of Activate Venture Partners. He has been a venture capitalist for more than 30 years, has participated in more than 100 equity financings, and has served as a director or board observer of more than 30 companies.

Glen served on the co-founding team of the NEPA Venture Funds in 1985 and has since been an active investor throughout the Pennsylvania, New Jersey, and Metro NYC regions. In 2008, he co-founded Originate Growth Fund I and serves as its managing partner. He served on the board of directors of the Greater Philadelphia Venture Group (now called PACT) for several years and was selected to be its chairman during 1996-1997. Glen has been a member of the board of directors of Alum-a-Lift, Inc., a family-owned manufacturing company, since 1989.

Presently, Glen is vice chairman and chairman of the audit committee of Innovative Solutions & Support, Inc. (NASDAQ: ISSC). He is a former board member and chairman of the nominating and governance committee of Tabula Rasa Healthcare, Inc. (NASDAQ: TRHC). Glen is also a former board member of IQE Plc (LSE: IQE). He is co-founder of Leader Lehigh Valley, a 501(c)(3) organization which provides The Leader in Me program to approximately 40 elementary schools in the Greater Lehigh Valley.

Glen holds a B.S.B.A., *cum laude*, from Boston University where he lettered in varsity basketball, and earned an M.B.A. from Babson College.



**Roger Christopher**

Director, Fairmount Partners

Prior to joining Fairmount Partners in 2014, Roger served as a vice president at both Stifel Nicolaus and Houlihan Lokey, where he advised middle-market companies in the aerospace, defense, and technology sectors. Previously, he worked at Accenture and at Passport Corporation, where he led enterprise software development engagements in the telecommunications, manufacturing, and financial services sectors.

Roger has advised on exclusive sell-side and buy-side engagements, public and private capital raises, and other strategic and financial advisory assignments. He has completed more than 20 transactions representing over \$3 billion in total consideration.

He received his M.B.A. from the University of Virginia's Darden Graduate School of Business and his B.S. in Electrical Engineering from The Cooper Union.



**Saul Richter**

Founding and Managing Partner, Rittenhouse Ventures

Saul is the founder and managing partner of Rittenhouse Ventures and has been active in the technology and health care investing community for more than twenty-five years as a venture capitalist, entrepreneur, and technologist. Based in Philadelphia, Rittenhouse Ventures manages more than \$50 million in assets, and focuses on capital

efficient, early-growth B2B software companies with a primary vertical focus on health care and pharmaceutical IT.

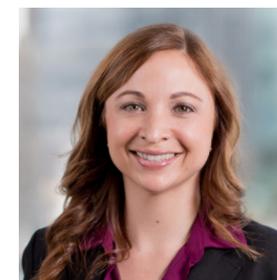
Saul has deep technology and digital health investing experience dating back 20 years and has previously led investments in Concerro (acquired by Francisco Partners), GSI Health (acquired by Medecision/HCSC), and Halfpenny Technologies (acquired by Accumen), all leading companies in their respective verticals. Prior to founding Rittenhouse Ventures in 2007, Saul had previous venture capital experience at Himalaya Capital, Lucent's New Ventures Group, and Softbank Capital, and had additional deep entrepreneurial experience across the software landscape. Saul has a B.A. and M.B.A. from Columbia University and is a frequent speaker on technology, health care, and venture capital trends.

The Delaware Valley Healthcare Information and Management Systems Society (DVHIMSS) is a chapter affiliate of HIMSS. HIMSS is a global, cause-based, tax-exempt 501(c)(6) non-profit organization focused on better health through information technology. HIMSS leads efforts to optimize health engagements and care outcomes using information technology.



DELAWARE VALLEY CHAPTER

**PRESENTING COMPANY INTRODUCTIONS**



**Erin Whaley**

Partner, Troutman Pepper

Erin represents health care providers on the full spectrum of legal issues they confront on a daily basis. Her regulatory experience includes advising clients on compliance with the plethora of federal laws that govern the health care industry as well as state laws including state licensure, corporate practice of medicine, and certificates of need. In addition to

proactively addressing compliance needs and structuring transactions to comply with the complex regulatory framework, she assists clients with investigations and resolving compliance concerns.

As a complement to her traditional health care practice, Erin has developed a niche focus in health information technology. Her health IT experience includes representing providers in the negotiation of various health IT contracts involving, among other things, electronic health records, revenue cycle management, population health, and telehealth. She also represents health IT companies on corporate and regulatory issues, including customer contracting, joint ventures, funding opportunities, privacy and security compliance (including HIPAA and state laws), AKS compliance, and compliance with various state laws, including corporate practice of medicine and telehealth. Her experience representing both providers and IT vendors gives her unique insights that benefit her clients.

Representative Health Care and HCIT Related Matters:

- Advises health care management service organizations (MSOs) and health care management companies on corporate-practice-of-medicine, fee splitting, and reimbursement issues.
- Advises telehealth companies on program development and rollout in compliance with the Anti-Kickback Statute, the Stark law, state licensure, and reimbursement laws.
- Developed the customer contracting framework and template agreements for a health IT vendor.
- Conducted numerous multistate surveys on state law licensing issues and Medicaid participation for a nationwide specialty health care provider.
- Developed HIPAA compliance program for a health IT company involved in revenue cycle management and administration services.
- Advised a gastroenterology group practice on the sale of a minority interest in the company to a private equity investor.
- Performed regulatory diligence and assisted in the change-of-ownership process in connection with the acquisition of a large durable medical equipment supplier.

Erin earned her J.D. from the University of Virginia School of Law (2004) and her M.A. (2004) and B.A. (2001) from the University of Virginia. Erin can be reached at erin.whaley@troutman.com or 804.697.1389.

## assisTek

Richard Gastineau, Chairman and CEO  
richard.gastineau@assistek.com | 215.353.9061  
Founded in 1996 | www.assistek.com



**Business Summary:** Assistek is a technology and software company that has been operating in the clinical research space for 23+ years and has conducted more than 600 clinical trials. These trials have included more than 10,000 patients in more than 40 countries around the globe. Based in Philadelphia, Assistek uses its cloud based, 21 CFR part 11 compliant, technology to deliver intuitive, powerful, and cost-effective eClinical Solutions and services focused on transforming the collection of data from patients and clinicians in clinical trials.

**Customer Problem:** Collecting data from patients in clinical trials is complex. Paper-based forms and legacy systems still exist, and sponsors need to update to patent focused technology. Assistek has developed an advanced software platform that is custom built to collect clinical research data in an electronic format that seamlessly integrates into all of the sponsor and regulatory systems.

**Product/Services:** Assistek is a technology/software company that has developed a robust technology platform for collecting electronic data from patients involved with Clinical Research Trials. We specialize in eCOA and ePRO, and have eConsent, integration with Wearables and BYOD, and have a broad range of solutions that can be deployed on our a-Tek platform.

**Target Market:** The global health care IT market size was valued at USD 135.6 billion in 2021 and is projected to exhibit a CAGR of 29.3% in the forecast period. The growing trend of digitalization in health care, rising demand for preventive care solutions, the emergence of various entrepreneurship ventures, and growing partnerships and funding are propelling the market growth. The global clinical trials matching software market size was valued at USD 132.8 million in 2021 and is expected to expand at a compound annual growth rate (CAGR) of 13.8% from 2022 to 2030. The electronic clinical outcome assessment solutions market size was valued at USD 1.22 billion in 2021 and is expected to grow at a CAGR of 14.8%. An increasing number of clinical trials, the growing need to reduce costs and to ensure regulatory compliance, the increasing need for effectively capturing and managing clinical information, and rising R&D activities are among the key factors driving the market growth. Moreover, significant number of supportive collaborations and partnerships by organizations is further promoting the market.

**Customers:** Major pharmaceutical companies, large CROs, and biotech companies.

**Competitors:** Medable, IQVIA, Clinical Ink, Y Prime

**Competitive Advantage:** Assistek is solely focused on the eCOA solution. Many competitors are also doing IRT, EDC, and various technologies across the broad spectrum of clinical research. Assistek's purpose-built platform is focused on best in class solutions for eCOA. We do one thing, we do it extremely well. With concierge level service, we are able to configure custom solutions to fit our clients' needs and we do this with speed, accuracy, and consistent quality.

## DHRpro

Jesse Alexander, President  
jesse.alexander@DHRpro.com | 919.520.2635  
Founded in 2016 | www.DHRpro.com



**Business Summary:** DHRpro provides actionable business intelligence which helps providers and their office staff to collaborate like never before. DHRpro integrates multiple sources of clinical, financial, and administrative data to provide a single longitudinal display of the patient across EHRs and providers. Our insights help providers and their practices be: 1) more efficient, 2) more profitable, 3) have fewer audit clawbacks, and 4) provide better care to patients. With DHRpro, the office staff can proactively fix billing mistakes, bill for all services provided, guide the doctor to avoid services that cannot be billed, focus on high-risk and high value patients, and improve patient outcomes.

**Customer Problem:** While lots of data available due to the adoption of EHRs, none provide the actionable insights or the visibility to effectively manage the financial health and compliance of practices. What if doctors could see the entire patient history on one screen? What if we could give them the visibility that they need to better run their practices?

### Product/Services:

- Patient Dashboards, designed for each medical specialty to provide actionable insights for each patient
- Daily Reviews, which enable the practice to efficiently plan daily activities and execute tests prior to the encounter
- Dashboards and Reports to understand all aspects of the practice and focus on priorities and patients

**Target Market:** Developed in eye care, our initial focus is on ophthalmology and optometry practices, whether independent or part of a PE firm, inclusive of multispecialty practices.

**Customers:** We have 24 customers who have helped us develop DHRpro.

**Competitors:** With the final ruling of the Cures Act, intentional barriers to electronic health information (EHI) exchange are eliminated. This rule was designed to give patients greater control over their personal health data and make it easier to share patient records between organizations and with patients. DHRpro uses that interoperability with the FHIR API and an intelligent presentation in a way no one else does. There are, however, a number of companies indirectly competing in the interoperability space including: Ellkay, dbMotion, Commure, Redox Engine, Datavant, and Zus Health.

**Competitive Advantage:** DHRpro is the first to market with true interoperability: identified data, presented in an easy to use, single display, which crosses EHRs and delivers efficiency and compliance to doctors. DHRpro's intellectual property is protected by six US patents, which cover the display of clinical and financial data, the display of plans and images in context with the clinical observations, ordering tests and procedures in context, and the AI-enabled dynamic field presentation.

## Korio, Inc.

Ryan Keane, Co-Founder & CEO  
ryan@korioclinical.com | 415.531.5917  
Founded in 2021 | www.korioclinical.com



**Business Summary:** Korio is the clinical trial industry's leading compliance-centric Randomization & Trial Supply Management (RTSM) platform. Reflecting decades of hands-on experience across thousands of trial designs, Korio enables once aspirational goals around feature reusability, process repeatability, system performance, and overall system quality by embedding the latest RTSM design intelligence into our solution. Our intuitive approach to RTSM setup and management through a regulatory lens ensures audit-readiness and a predictable GxP compliant outcome on every clinical trial.

**Customer Problem:** Setting up and managing RTSM solutions is an arduous, time-consuming process. As RTSM providers age and their legacy RTSM solutions become patch-work offerings developed by staff from bygone eras, the ability to serve an optimized platform that meets today's expectations rapidly wanes. Supporting outdated legacy RTSM systems while onboarding new employees becomes the primary focus for the RTSM provider, and as a result, the technology stagnates while the clinical trials industry continues to evolve. RTSM issues are further compounded when Sponsors experience the effects of high turnover and inconsistent quality from their RTSM provider, all while navigating the pain of extraordinary amounts of paperwork and process that has persisted since the inception of RTSM.

**Product/Services:** Our platform provides best-in-class subject and supply management supporting all trial designs; intuitive user experience with unmatched simplicity; significant reduction in customer time and effort; enhanced quality; easily accessible audit trails.

**Target Market:** Our target buyer segments have historically been ~85% direct to pharma/biotech and ~15% direct to Contract Research Organizations (CROs). Our platform is used on Phase I-IV clinical trials.

**Customers:** We are just beginning our commercialization push this year and have several RFPs and RFIs in our pipeline. Our first customer is Leukemia & Lymphoma Society (<https://www.lls.org/>).

**Competitors:** Suvoda, 4G Clinical, Endpoint, Y-Prime, Medidata, Oracle, Almac

**Competitive Advantage:** To fix the broken RTSM paradigm, Korio has designed the industry's leading compliance centric RTSM delivery system built on proven state-of-the-art infrastructure. Our industry-leading team of subject matter experts identified the critical need to put technology first to solve these problems while shaping the future of RTSM. By tapping into decades of RTSM expertise, Korio is leading the way in mitigating the frustrating challenges clients face every day, including laborious processes and time and labor-intensive manual workflows. Our fully intuitive Korio RTSM platform delivers the long-sought, holy grail of RTSM objectives: reusability, repeatability, performance, and quality.

## Mural Health

Samuel Whitaker, Co-Founder & Co-CEO  
sam@muralhealth.com  
Founded in 2022 | www.muralhealth.com



**Business Summary:** Mural Health was founded in order to make it easy for people around the world to access and participate in clinical research studies. By focusing on the participant experience, the company's Mural Link technology platform allows pharma companies to speed enrollment rates, increase retention rates, and increase adherence with clinical trial protocols (improving the quality of the clinical data set). Mural Link's MVP strategically has launched a next generation participant payment solution to act as a hook to deliver other benefits to a study's participant population.

### Customer Problems:

- Participation is difficult (Driving Dropouts): Patients are the most important player in the clinical trial (the source of data) but they are largely neglected by CROs and Sponsors. It is not easy for an individual to be a participant in a trial.
- Recruiting and retention are difficult, driving study delays: Recruiting patients to enroll in studies, and once enrolled, retaining those patients (i.e. – making sure they complete the study) are the two most costly problems in clinical research.
- Studies are inefficient, increasing timelines and expense: Clinical operations are painfully inefficient. CROs are service businesses that are not incentivized to make studies easier or more efficient.
- Technologies are lacking and do not influence adherence to ensure data quality: Clinical technology is designed for customers (the Sponsor) and not designed for the primary end-user (the patient and/or the site). There are very few innovators in the space, leaving the ecosystem perpetually antiquated.

**Product/Services:** Mobile/web based global technology platform to manage clinical trial participant workflows. Initial launch includes participant payments, transportation, communication, and satisfaction data collection.

**Target Market:** Global Clinical Trial Markets (all phase and therapeutic areas).

**Customers:** Our customers include pharma, biotech, medical device companies, contract research organizations (CROs), clinical research sites, and academic research universities.

**Competitors:** Greenphire (primary), Clincierge, Scout Clinical, CTMS-connected debit cards (RealTime CTMS, CC Pay (via Clinical Conductor), legacy check/manual processes

**Competitive Advantage:** The founders of Mural Health also founded: Greenphire, Creating Patient Payment Tech (May 2008), Founders' Final Exit of Greenphire (July 2021) and, Research (Jan 2022)

## NeuroFlow

Robert Capobianco, Chief Commercial Officer  
robert@neuroflow.com | 610.608.3664  
Founded in 2017 | www.neuroflow.com



**Business Summary:** NeuroFlow provides the technology infrastructure that leading health care organizations need to deliver effective and scalable integrated programs that improve access to behavioral health care and lower costs. Powered by proof and clinical expertise, NeuroFlow's next generation software enables programs to bridge the gap between physical and mental health with proven solutions for psychiatric collaborative care, suicide prevention, and more. To learn more, visit [www.neuroflow.com](http://www.neuroflow.com).

**Customer Problem:** Organizations are wildly inconsistent in how they identify and treat mental health. Today's current systems don't have the tools and workflows to manage individuals efficiently, and few feel they have the bandwidth or expertise to implement effective solutions. As a result, many programs remain small, siloed, or don't get started at all. Access to mental health care remains difficult, and point solutions are falling short of expectations.

**Product/Services:** NeuroFlow for CoCM: NeuroFlow's market-leading solution provides the technology and staffing to successfully implement sustainable collaborative care at scale. NeuroFlow for Integrated Care: Physical and behavioral health are inextricably linked. We help health care organizations provide behavioral health solutions population-wide, improving access to care and helping to manage comorbid conditions. NeuroFlow for Suicide Prevention: NeuroFlow combines suicide prevention technology and compassionate human outreach to identify and support at-risk individuals before a crisis occurs. Our mission is to ensure no one falls through the cracks.

**Target Market:** Health systems & provider groups with at-risk arrangements

**Customers:** NeuroFlow is trusted by leading health care organizations including Jefferson Health, EvolvedMD, Magellan Health, Southcoast Health, Trinity Health Mid Atlantic, Health First, The Villages Health, Bozeman Health, and many more.

**Competitors:** Thanks to our unique infrastructure approach, NeuroFlow sees other organizations in the behavioral health technology landscape as potential collaborators and partners. These include organizations like Concert Health, Quartet, Owl, and Silvercloud Health.

**Competitive Advantage:** Compared to current behavioral health solutions on the market, our remote monitoring, paired with self-service features, allow for individual activity, trends, and interactions to be shared with clinical teams and administrators in a feedback loop, helping to facilitate and scale integrated care.

## Rymedi

Jason Cross, CSO  
jcross@rymedi.com | 919.824.9422  
Founded in 2018 | www.rymedi.com



**Business Summary:** Rymedi is a HealthTech company leveraging the convergence of blockchain, IoT, and AI to improve patient care and access. We provide a cloud-based digital workflow and data automation platform for improving the patient-provider experience across diagnostic testing, treatment delivery, and patient monitoring. The Rymedi platform powers labs, medical devices, pharmaceutical companies, health care providers, clinical trials, and various digital health solutions. We make coordination automation across different types of health service providers simple and scalable, because every step in the patient journey needs to be at its best.

**Customer Problem:** Health care services are moving to meet patients where they're at, from telehealth and remote monitoring to pharmacy clinics and satellite labs. This is good for patient care, but a challenge in maintaining a quality experience for patients and providers. Rymedi solves that. Our digital workflow and data automation platform improves the patient-provider experience across diagnostic testing, treatment administration, and patient monitoring. Workflows simplify what needs to be done by patients and staff. Data automation manages compliance, interoperability, and reporting. Device manufacturers and labs use Rymedi to better reach patients outside of the hospital. Clinical trials use Rymedi to accelerate completion with improved data capture. And all Real-World Data on Rymedi has FDA-admissible data integrity. Rymedi is the platform that makes it simple for providers to collaborate in delivering the precision care all patients deserve.

**Product/Services:** Connected Health Platform with digital workflow modules for laboratory and point-of-care diagnostics, and clinical trial eClinical solutions.

### Target Market:

- Diagnostics and Clinical Trial Markets
- Customers
- Clinical Laboratories
- Diagnostic Device Manufacturers
- CROs
- Pharmaceutical Companies
- Occupational and Employee Health Service Providers

**Competitors:** SafeHealth, Medable

**Competitive Advantage:** Proprietary blockchain-based platform architecture automates health data compliance and simplifies workflow automation across siloed health care use cases and organizations.



## Outsourced Financial Support for Health Care Businesses

You innovate to make life better for everyone: from patients to providers.

But the journey isn't always smooth.

Turning healthcare technology from an idea into a successful business is anything but easy.

At G-Squared Partners, we help put your business on a firm financial footing with a range of outsourced financial services.



### Outsourced CFO Services

Get the experienced leadership you need to build financial clarity.



### Outsourced Accounting & Bookkeeping

Delegate the day-to-day financial tasks of running a business to our experts.



### Assistance From Fundraising to Sale Readiness

Gain insights into the best path for a successful fundraising round, and partner with us until your exit.

[gsquaredcfo.com](http://gsquaredcfo.com)

## Special thanks to the Planning and Selection Committee

**Thomas Dwyer**  
Troutman Pepper

**Roger Christopher**  
Fairmount Partners

**Phil Heifitz**  
PHIT Circle

**Erin Whaley**  
Troutman Pepper

**Gene Godick**  
G-Squared Partners

**Bill Stedman**  
Lockton Companies

**Costa Alvanos**  
DVHIMMS

**Kevon Gray**  
Ben Franklin Technology Partners

Special thanks to **Michele Zujkowski**, venture consultant, for providing coaching assistance to each of tonight's presenting companies.

**Glen Bressner**  
Activate Venture Partners

**Building companies.  
Driving outcomes.  
Creating lasting impact.**



At Ben Franklin, we're Partners with a Purpose. Growing the Philadelphia region is our passion. Impact beyond innovation is our goal.

[partnerswithapurpose.org](http://partnerswithapurpose.org)



**PHILADELPHIA HEALTH IT CIRCLE  
IS RETURNING IN 2023!**

Please help us by filling out a 3 question survey  
(and leave your email to stay on our list)

<https://forms.gle/i5TLfamD9MhXXvu88>

# Supporting visionaries.

New challenges and obstacles are really opportunities. Troutman Pepper is the solution for practical, responsive, and cost-effective advice at every stage of your lifecycle.

troutman.com  
Troutman Pepper Hamilton Sanders LLP




# Independence changes everything

Lockton supports the Mid-Atlantic Health Care Forum.



lockton.com | © 2023 Lockton Companies. All rights reserved. UNCOMMONLY INDEPENDENT



**ACTIVATE**  
VENTURE PARTNERS

**BACKING INSPIRED ENTREPRENEURS  
AND LEADING TECHNOLOGY COMPANIES WITH EARLY CAPITAL**

- >> Stage: Pre-Seed, Seed and Series A
- >> Geography: Mid-Atlantic & Greater Metro NYC
- >> Initial Investment: \$1 million to \$3 million

[www.activatevp.com](http://www.activatevp.com)

PENNSYLVANIA | 610.849.1990  
NEW YORK | 212. 223.7400



---

Troutman Pepper is a national law firm with more than 1,200 attorneys strategically located in 23 U.S. cities. The firm's litigation, transactional, and regulatory practices advise a diverse client base, from startups to multinational enterprises. The firm provides sophisticated legal solutions to clients' most pressing business challenges, with depth across industry sectors, including construction, energy, finance, health sciences, insurance, private equity, real estate, and technology, among others. Learn more at [troutman.com](https://troutman.com).