

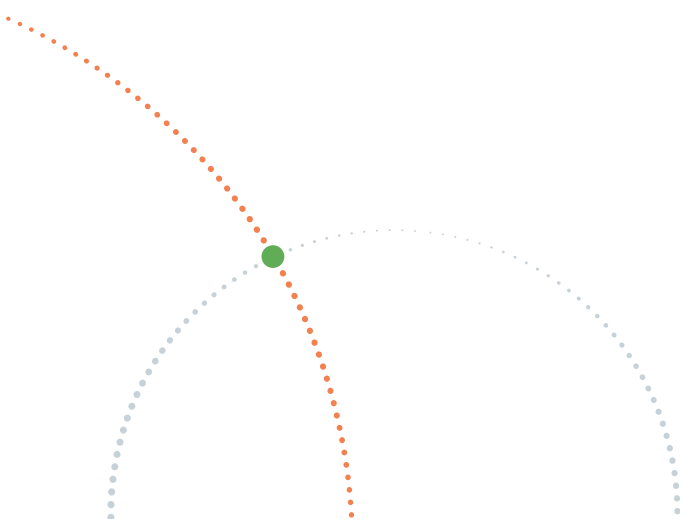
Echo Health Ventures Flipbook



Echo Health Ventures invests to build and grow great health care companies.

Our focus is to drive systemic health care transformation through hands-on, purpose-driven strategic venture capital and equity investing. We prioritize long-term partnerships and impact, with a focus on accelerating portfolio companies' growth and bringing their innovations to scale nationally.

We know health care transformation requires thoughtful partnerships between enterprises and innovators. Echo brings together Cambia Health Solutions, Blue Cross NC, USABLE Corporation and BCBS of Tennessee to drive this change and support meaningful health care impact.



The background is a dark teal color with a fine grid of small white dots. There are decorative curved dotted lines in orange and white. One orange line starts at the top right and curves down towards the center. Another orange line starts at the bottom left and curves up towards the center. A white line starts at the bottom left and curves up towards the center, intersecting the orange line. A small green dot is located at the intersection of the two orange lines.

Our Mission:

To invest, build and grow transformative health care companies through a unique, industry-leading corporate investment platform that drives financial and strategic value for our Alliance Members.

About Us

We are driving systemic health care transformation through hands-on, purpose-driven strategic venture capital and growth equity investing.

ECHO AT A GLANCE



Integrated

Our governance model and organizational structure are modeled for deep integration at all levels of the organizations we serve



Active

Purpose-built to deliver highly relevant, actionable innovation to partners and accelerate development of portfolio companies



Focused

Our active involvement and disciplined investment approach result in a portfolio that accelerates our parent companies' efforts to transform health care



Proven

Our results demonstrate the value of our approach

STRATEGIC INVESTMENT

Multiple IPOs and Exits

along with substantial value creation across the portfolio

500+ Deals

reviewed per year

Over 35 Unique Investments

in transformative health care companies

PARENT & PORTFOLIO SUPPORT

Over 75% Attachment Rate

portfolio companies working with one or more Alliance members

Over 125 Collaboration Agreements

executed between portfolio companies and Alliance members

The Echo Innovation Alliance

Accelerating health care innovation through high-impact partnerships

Investing in transformative companies
to drive broad market impact



A **powerful strategic investing engine** designed to utilize Echo Health Ventures' proven investment model, driving strategic impact and financial returns for the companies it serves.

The Alliance connects market-driven innovations with the scale of innovative health care enterprises **Cambia Health Solutions, Blue Cross NC, USABLE Corporation and BCBS of Tennessee** with demonstrated experience providing products and services to over **12 million Americans**.

The Alliance not only provides access to strategically relevant investments but also valuable national-level health care market **insights, sector expertise and active engagement** with Alliance members as we grow and scale portfolio companies.

Across the Alliance, Echo drives true health care transformation by **building strong relationships** between enterprises and innovators to deliver **improved affordability, access and outcomes**.

Portfolio of Companies

Echo Health Ventures partners with innovative companies that are also thinking differently. Together with our portfolio companies, we're identifying bold, new and original ways to meet the needs of tomorrow's health care consumers in an economically sustainable way.

COMPANY OVERVIEW



Abacus Insights offers a cloud-based data transformation platform giving payers accurate, timely and robust data ecosystems that can support analytics or other applications.



Aitia is a leader in the application of Causal AI and simulation technology to help pharmaceutical and biotech companies discover and develop new matching treatments.



Aledade partners with independent practices, health centers and clinics to build and lead Accountable Care Organizations (ACOs) anchored in primary care, offering a comprehensive range of capabilities.



Avalon Healthcare Solutions serves customers with a comprehensive laboratory benefit management program featuring medical policy, claims editing and network services. Avalon redefines the way health plans, physicians and laboratories coordinate laboratory care for millions of patients.



Care Connectors Medical Group leverages a proprietary technology platform and national network of clinicians to deliver risk adjustment and quality services via in-home, virtual, mobile, or clinic-based visits.

Portfolio of Companies

COMPANY OVERVIEW

	Cityblock unites primary care, behavioral health and social services to care for underserved communities through tech-enabled personalized services.
	Cortica Care is a comprehensive, integrated autism and pediatric behavioral health treatment provider that improves outcomes and reduces care time/costs.
	DispatchHealth works closely with payers, providers and health systems to deliver on-demand health care to patients directly in the comfort of their own home, reducing unnecessary ER visits and hospital readmissions.
	Eleanor Health offers a whole-person wraparound care model for substance use disorder and focuses on reducing barriers to high-quality and effective addiction treatment with a focus on outcome measurement.
	Eversana offers a next-generation commercialization model that directly connects life sciences to payers and patients to accelerate access, improve affordability and transform drug value across the care continuum.
	Genome Medical makes genomic-based medicine accessible to all by providing rapid access to top clinical genetics specialists via telehealth consultations and its proprietary genomic care delivery platform.
	Heartbeat Health is a digital heart health company that delivers virtual first cardiovascular disease prevention and management with a focus on improved clinical experience, health outcomes and reduced cost.
	Ideon connects the health insurance and employee benefits ecosystem to provide seamless consumer experiences at every stage of the member journey.
	Kyruus Health's care access platform unifies providers, payers and consumers to optimize health care delivery, fostering better care experiences and promoting healthier lives through seamless connections.

Portfolio of Companies

COMPANY OVERVIEW



Main Street Health partners with payers and providers to create value-based health care solutions for rural America.



Medix Infusion provides home infusion and Ambulatory Infusion Center (AIC) services through its centers in Arizona, Texas, Missouri, Kansas and Oregon, providing patients with convenient and affordable care.



mPulse Mobile, the leader in Conversational AI solutions for the health care industry, drives improved health outcomes and business efficiencies by engaging individuals with tailored and meaningful dialogue.



NeuroFlow is a technology and analytics platform that integrates behavioral health into physical health workflows and enhances the enablement of care delivery and visibility into quality and risk management.



Octave Bioscience is a clinical decision support platform for multiple sclerosis that leverages biomarker, imaging and patient data to help guide treatment plans and drug selection.



Quantum Health enhances the value of benefits by advocating, guiding and supporting every employee throughout their healthcare journey.



Scipher Medicine is developing a precision medicine diagnostics platform for auto-immune diseases, working to ensure patients are prescribed the optimal therapy for their individual disease from day one.



Sempre Health is a two-sided platform that enables health plans to drive medication adherence and reduce out of pocket costs.



Strive Health is a built-for-purpose company working with innovative payers and providers to significantly improve patient outcomes with a high-touch, technology-enabled clinical model that cares for chronic kidney disease patients across their entire health care journey.

Portfolio of Companies

COMPANY OVERVIEW



Thyme Care collaborates across the cancer care community to provide personalized cancer care navigation and clinical wraparound support, improving access, experience, and costs.



TouchCare provides employees with their very own expert health care assistant, who acts as a single point of contact providing answers, information and guidance, to help them make better health decisions.



TytoCare enables consumers to perform a variety of medical examinations at home, guided by a hand-held device that sends information through a HIPAA-compliant cloud platform to a clinician for an advanced remote visit and diagnosis.



Välenz Health optimizes the utilization of high-value healthcare with a fully integrated solution suite that executes across the entire patient journey, from member experience to payment integrity, provider quality and plan performance.



VaxCare integrates vaccines into the health care ecosystem via a single intelligent touchpoint, transforming the complexity of vaccines into ease, efficiency and end-to-end visibility, reducing the physician's vaccine management burden.



Vori Health is a fully-integrated, virtual health care provider for musculoskeletal (MSK) conditions utilizing a high-touch clinical model and close integration with provider networks to drive better outcomes for patients with an MSK condition.



Wildflower Health is a women's health solutions company, offering digital tools and comprehensive bundles for value-based maternity care, with pre-built functionality for all actuarial, clinical and operational needs.

Echo's Senior Leadership Team



Rob Coppedge – Chief Executive Officer

- Leads Echo Health Ventures' efforts to identify, invest in and grow innovative companies
- Over 20 years of experience in health care venture capital and business building
- Formerly president of Cambia's diversified business unit
- BA, Georgetown University; CFA

Strategic Investment



Dusty Lieb – Managing Partner and Head of Investments

- Identifies, invests in and supports the growth of health care IT and services companies
- Formerly Principal, Strategic Investing at Cambia Health Solutions; health care M&A, Harris Williams & Co.
- BA, University of Pennsylvania

Strategic Engagement



Suzanne McLemore – Managing Partner and Head of Echo Health Advisors

- Leads strategic engagement across our stakeholders including our Alliance Members, Echo and our portfolio
- Formerly Technology Partnership Director at Cambia Health Solutions; Associate Partner, IBM Global Business Services
- MBA, Columbia Business School; BA, Duke University

Finance & Operations



Jon Eide – Managing Partner and Chief Operating Officer

- Leads operations and helps guide strategy to drive the execution and management of Echo's strategic investments
- Formerly partner at Robinson Bradshaw; audit manager at Arthur Andersen
- JD, Northwestern University School of Law; BA, Miami University

Thank You!

STILL HAVE QUESTIONS ABOUT US?
CONTACT OUR TEAM

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