MASSACHUSETTS
A Leading Global Digital Health Ecosystem
The digital health market opportunity in the United States is large and growing.

The pace of digital health funding in the first quarter of 2018 exceeded the first quarter of 2017, by 60 more deals. Additionally, funding in 2017 also bypassed the total funding in 2016 by $3.5 billion, for a total of $11.7 billion in 2017.

Source: Startup Health, Digital Health Funding Rankings 2018 Q1 Report

Why Massachusetts

**Digital Health leverages industries and capabilities in which Massachusetts excels**

- Leaders in US health reform
- Top healthcare delivery hub
- Dominant Talent Pool and University Networks
- Strong startup climate
- #1 global life sciences and medical device ecosystem
- Competitive investment/VC landscape
- Growing tech clusters in software, big data, robotics, cybersecurity, and other areas
Massachusetts’ Strengths

TALENT & WORKFORCE

Globally-Recognized Higher Education Network

MA Healthcare Jobs Grew 19% between 2009-2015
(source: MassTLC)

Highest Percentage (47.3%) of Adults in US with a Bachelor’s Degree or Higher
(source: Innovation Index)

Most STEM Degrees per million residents
(source: Innovation Index)

INNOVATION ECOSYSTEM

#1 in State Science and Technology Index
(source: Milken)

#1 ‘Most Innovative State’
(source: Bloomberg)

#1 Startup Hub in the US
(source: 1776)

Most companies in the Healthcare Informatics 100
(source: Healthcare Informatics)

Over 350 existing Digital Health firms
(source: MassTech)

World-Leading Healthcare Institutions in Quality & Innovation
(source: US News)

Innovative Payers with Top Healthcare Outcomes
(source: NCQA)

Leaders in State & National Healthcare Reform

INVESTMENT

#3 US Digital Health Destination
(source: StartupHealth)

#1 State for NIH Research Funding per $1 Million GDP
(source: Innovation Index)

$1 Billion state investment into Life Sciences innovation

Engaged, Top-Quality Civic & Business Associations

COLLABORATION & CROSS-SECTOR STRENGTHS

500+ Big Data / Data Analytics Companies
(source: MassTech)

Dominant Life Sciences & Medical Device Industry
(source: MLSC)

Competitive and Growing Tech Sector
(source: MassTLC)

Strong Cybersecurity Industry Cluster Assets
Engagement in industry clusters raises a company’s productivity*. Massachusetts is home to a strong and growing digital health cluster, composed of:

**Companies:**
- Nearly 300 digital health companies
- 10 companies in the Healthcare Informatics 100

**Investment:**
- 30+ venture capital firms investing in digital health

**Innovation:**
- 10+ digital health-specific innovation programs

**Healthcare Customers:**
- 79 academic, specialty, and community hospitals
- 98 community health centers
- 46,000+ healthcare providers
- 14 private healthcare payers
- 550 biopharmaceutical companies
- 400 medical device companies

**Research and Talent:**
- Over 100 colleges and universities

**Civic Leaders**
- Public, private, and community leadership

*Source: [http://www.isc.hbs.edu/competitiveness-economic-development/frameworks-and-key-concepts/Pages/clusters.aspx](http://www.isc.hbs.edu/competitiveness-economic-development/frameworks-and-key-concepts/Pages/clusters.aspx)
Massachusetts is becoming the leading global ecosystem for digital health innovation.

We excel in four key drivers: Talent, Innovation, Investment, and Collaboration.
TALENT:

- A smart and ready workforce
- Top colleges and universities
There are **117 colleges and universities in Massachusetts** enrolling over **500,000 students** seeking bachelor's or associate degrees (Based on National Center for Education Statistics, 2016).

- Massachusetts is #2 in awarding new college degrees per capita, with **120,813 higher education graduates in 2016**, inclusive of community college, 4-year, and advanced degrees. This includes more than **70,000 degree holders inside Route 128 alone**.

- 50 of these colleges and universities are in the greater Boston metropolitan area, which is home to more than **250,000 students**.

Massachusetts is home to the **most STEM Degrees in the U.S. per million residents**.
(source: Massachusetts Innovation Index)

Massachusetts has the **Highest Percentage** (47.3%) of Adults in US with a Bachelor’s Degree or Higher.
(source: Massachusetts Innovation Index)
Massachusetts provides a deep pool of talent, producing over 120,000 graduates annually across all institutions in the state, with over 50% of those undergraduates.

<table>
<thead>
<tr>
<th>TOTAL GRADS – 2016</th>
<th>TOTAL</th>
<th>Doctorate</th>
<th>Masters</th>
<th>Bachelors</th>
<th>Associates</th>
</tr>
</thead>
<tbody>
<tr>
<td>All of Massachusetts</td>
<td>120,813</td>
<td>8,475</td>
<td>38,281</td>
<td>60,715</td>
<td>13,342</td>
</tr>
<tr>
<td>Greater Boston (Inside Route 128)</td>
<td>70,043</td>
<td>7,179</td>
<td>27,715</td>
<td>31,515</td>
<td>3,635</td>
</tr>
<tr>
<td>Within 1 Hour of Boston (Inside Route 495 &amp; Worcester)</td>
<td>96,663</td>
<td>7,745</td>
<td>33,536</td>
<td>46,346</td>
<td>9,036</td>
</tr>
<tr>
<td>Within 2 Hours of Boston (Including Pioneer Valley/South Coast)</td>
<td>119,375</td>
<td>8,475</td>
<td>38,215</td>
<td>59,774</td>
<td>12,911</td>
</tr>
</tbody>
</table>
Massachusetts is home to the most STEM Degrees per million residents.

(source: Massachusetts Innovation Index)
STEM (Science, Technology, Engineering & Math)

- MA is **#1 nationally** in STEM graduate and professional degrees granted per capita
- Two Massachusetts universities rank in the top five best graduate schools for math: Massachusetts Institute of Technology (#1) and Harvard University (#3)

Science

- MA is **#4 nationally** in number of Science graduate and professional degrees granted
- Three Massachusetts universities rank in the top 25 of the best schools for computer science: Massachusetts Institute of Technology (#1), Harvard University (#18) and University of Massachusetts Amherst (#25).

Engineering

- MA is **#5 nationally** in number of Engineering graduate and professional degrees granted
- Four Massachusetts universities rank in the top 50 engineering schools: Massachusetts Institute of Technology (#1), Harvard University (#20), Boston University (#37) and Northeastern (#43).
• In 2016, 21,775 total STEM students graduated from Massachusetts universities, including over 17,000 within an hour’s drive of Boston.

• While several UMass system schools are located outside of Greater Boston, roughly three-quarters of recent UMass grads stay to live and work in Mass., and 60% remain long-term.

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<td>12,911</td>
</tr>
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</table>

2016 STEM Grads - Select Schools

- MIT Massachusetts Institute of Technology: 2,432
- Harvard University: 1,460
- University of Massachusetts Amherst: 1,874
- Northeastern University: 2,510
- Worcester Polytechnic Institute (WPI): 1,425
- University of Massachusetts Lowell: 1,368

Healthcare Workforce

Brookings analysis shows that in 2014, Metro Boston was home to over **330,000 HIT jobs**, which measured as **13.6%** of total jobs.  
*(source: Brookings)*

Healthcare Delivery is a dominant and growing sector of the Massachusetts economy, and had a **10% increase in employment** from 2011-2016.  
*(source: Massachusetts Innovation Index)*

<table>
<thead>
<tr>
<th>Employment by Industry Sector</th>
<th>2016 Employment Total</th>
<th>% Change in Employment 2011-2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Healthcare Delivery</td>
<td>385,062</td>
<td>10%</td>
</tr>
<tr>
<td>Financial Services</td>
<td>160,167</td>
<td>2%</td>
</tr>
<tr>
<td>Software &amp; Communications Services</td>
<td>158,851</td>
<td>15%</td>
</tr>
<tr>
<td>Postsecondary Education</td>
<td>156,878</td>
<td>10%</td>
</tr>
<tr>
<td>Business Services</td>
<td>152,070</td>
<td>7%</td>
</tr>
<tr>
<td>Scientific, Technical &amp; Management Services</td>
<td>86,171</td>
<td>13%</td>
</tr>
<tr>
<td>Biopharma &amp; Medical Devices</td>
<td>63,159</td>
<td>9%</td>
</tr>
<tr>
<td>Diversified Industrial Manufacturing</td>
<td>37,956</td>
<td>-6%</td>
</tr>
<tr>
<td>Defense Manufacturing &amp; Instrumentation</td>
<td>36,319</td>
<td>-1%</td>
</tr>
<tr>
<td>Computer &amp; Communications Hardware</td>
<td>31,699</td>
<td>-21%</td>
</tr>
<tr>
<td>Advanced Materials</td>
<td>28,620</td>
<td>-7%</td>
</tr>
</tbody>
</table>
INNOVATION:
-A World-Leading Startup Ecosystem
-Roughly 300 Digital Health Firms
-Strong & Established Anchor Companies
-Many Innovation Programs and Accelerators
-Innovation-Friendly Healthcare Community
#1 Innovation State

Bloomberg’s 2015 & 2016 U.S. Innovation Index ranks Massachusetts as the “Most Innovative State.”

The Index factors R&D intensity, productivity, high-tech density, concentration of STEM employment, science and engineering degrees, and patent activity.

### Bloomberg State Innovation Index

<table>
<thead>
<tr>
<th>Rank/State</th>
<th>Total score</th>
<th>R&amp;D intensity</th>
<th>Productivity</th>
<th>High-tech density</th>
<th>STEM concentration</th>
<th>Science &amp; engineering degree holders</th>
<th>Patent activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Massachusetts</td>
<td>93.33</td>
<td>2</td>
<td>6</td>
<td>1</td>
<td>4</td>
<td>7</td>
<td>2</td>
</tr>
<tr>
<td>2 California</td>
<td>92.30</td>
<td>4</td>
<td>7</td>
<td>2</td>
<td>6</td>
<td>2</td>
<td>1</td>
</tr>
<tr>
<td>3 Washington</td>
<td>90.40</td>
<td>6</td>
<td>9</td>
<td>7</td>
<td>1</td>
<td>4</td>
<td>3</td>
</tr>
<tr>
<td>4 New Jersey</td>
<td>86.42</td>
<td>10</td>
<td>8</td>
<td>5</td>
<td>15</td>
<td>13</td>
<td>7</td>
</tr>
<tr>
<td>5 Connecticut</td>
<td>77.18</td>
<td>8</td>
<td>4</td>
<td>22</td>
<td>13</td>
<td>10</td>
<td>11</td>
</tr>
<tr>
<td>6 Oregon</td>
<td>77.08</td>
<td>13</td>
<td>12</td>
<td>17</td>
<td>10</td>
<td>5</td>
<td>12</td>
</tr>
<tr>
<td>7 Maryland</td>
<td>76.82</td>
<td>3</td>
<td>15</td>
<td>24</td>
<td>2</td>
<td>1</td>
<td>13</td>
</tr>
<tr>
<td>8 Colorado</td>
<td>75.12</td>
<td>19</td>
<td>18</td>
<td>15</td>
<td>5</td>
<td>6</td>
<td>10</td>
</tr>
<tr>
<td>9 Delaware</td>
<td>72.72</td>
<td>6</td>
<td>3</td>
<td>30</td>
<td>8</td>
<td>9</td>
<td>26</td>
</tr>
<tr>
<td>10 Minnesota</td>
<td>71.85</td>
<td>10</td>
<td>21</td>
<td>13</td>
<td>9</td>
<td>22</td>
<td>9</td>
</tr>
</tbody>
</table>

Massachusetts has been #1 in the Milken Institute’s annual State Technology and Science Index every year since 2002.
There are roughly **350** existing Massachusetts Digital Health companies.
Massachusetts is also home to a significant presence of many global companies with digital health focus, including Microsoft and Google, as well as key business units such as IBM Watson and Optum Analytics.

<table>
<thead>
<tr>
<th>Company</th>
<th>City</th>
<th>State</th>
</tr>
</thead>
<tbody>
<tr>
<td>athenahealth</td>
<td>Watertown</td>
<td>MA</td>
</tr>
<tr>
<td>Nuance Communications</td>
<td>Burlington</td>
<td>MA</td>
</tr>
<tr>
<td>InterSystems</td>
<td>Cambridge</td>
<td>MA</td>
</tr>
<tr>
<td>MEDITECH</td>
<td>Westwood</td>
<td>MA</td>
</tr>
<tr>
<td>eClinicalWorks</td>
<td>Westborough</td>
<td>MA</td>
</tr>
<tr>
<td>Kronos Incorporated</td>
<td>Chelmsford</td>
<td>MA</td>
</tr>
<tr>
<td>Verisk Health, Inc.</td>
<td>Waltham</td>
<td>MA</td>
</tr>
<tr>
<td>Imprivata</td>
<td>Lexington</td>
<td>MA</td>
</tr>
<tr>
<td>HealthEdge</td>
<td>Burlington</td>
<td>MA</td>
</tr>
</tbody>
</table>
Massachusetts has a strong network of industry and civic associations partnering with companies and the state to support innovation and growth.
Digital Health Cluster: Innovation Programs

Digital Health Innovation Programs

Hospital / Healthcare Innovation Centers

Startup Support Programs

- MassChallenge HealthTech
- more disruption please
- healthxl
- MIT Hacking Medicine
- TechSpring: THE BAYSTATE HEALTH TECHNOLOGY INNOVATION CENTER
- PARTNERS HEALTHCARE: CENTER FOR CONNECTED HEALTH
- Boston Children's Hospital: Innovation & Digital Health Accelerator
- HTL: Healthcare Transformation Lab
- innovation hub: Brigham and Women's Hospital
- Venture Development Center
- The Venture Cafe
- cogo labs
- techstars
- idea
- Northeastern University's Venture Accelerator
- TechSandBox: Accelerating Innovation in MedTech
- UMass Lowell: Innovation Hub
- UMass Medical School: M2D2
- MeHi: Massachusetts eHealth Institute
- MassDigitHealth
Healthcare organizations are key digital health customers as well as centers of healthcare innovation:

- 79 Acute Care Hospitals
- 98 Community Health Centers with more than 250 sites of care
- >600 Behavioral Health Group Practices
- ~650 Long-Term and Post-Acute Care Providers
- 15,050 Active Primary Care Physicians
- 6,211 Active Nurse Practitioners
- 19,004 Active Specialist Physicians
- 6,424 Active Dentists
- 14 Private Payers / Insurers

Source: Kaiser Family Foundation Health Facts and MeHI internal data
Massachusetts is home to 79 hospitals, including world-leading academic medical centers as well as a network of specialty and community hospitals:

- Anna Jaques Hospital
- Athol Memorial Hospital
- Baystate Franklin Medical Center
- Baystate Mary Lane Hospital
- Baystate Medical Center
- Baystate Noble Hospital
- Baystate Wing Memorial Hospital
- Berkshire Medical Center
- Beth Israel Deaconess Hospital Milton
- Beth Israel Deaconess Hospital Needham
- Beth Israel Deaconess Hospital - Plymouth
- Beth Israel Deaconess Medical Center
- Beverly Hospital
- Boston Childrens Hospital
- Brigham and Womens Faulkner Hospital
- Brigham and Womens Hospital
- Cambridge Hospital
- Cape Cod Hospital
- Carney Hospital
- Charlton Memorial Hospital
- Clinton Hospital Association
- Cooley Dickinson Hospital
- Dana Farber Cancer Institute
- Elliot Hospital
- Emerson Hospital
- Fairview Hospital
- Falmouth Hospital
- Framingham Union Hospital
- Good Samaritan Medical Center
- Hallmark Health System Inc
- Harrington Memorial Hospital
- HealthAlliance Hospital
- Heywood Hospital
- Holy Family Hospital at Methuen
- Holyoke Medical Center
- Kindred Hospital Boston
- Kindred Hospital Boston North Shore
- Lahey Hospital
- Lawrence General Hospital
- Lawrence Memorial Hospital
- Lemuel Shattuck Hospital
- Leonard Morse Hospital
- Lowell General Hospital
- Marlborough Hospital
- Marthas Vineyard Hospital
- Massachusetts Eye and Ear Infirmary
- Massachusetts General Hospital
- Melrose-Wakefield Hospital
- Memorial Hospital
- Mercy Medical Center
- MetroWest Medical Center
- Milford Regional Medical Center
- Morton Hospital
- Mount Auburn Hospital
- Nantucket Cottage Hospital
- Nashoba Valley Medical Center
- New England Baptist Hospital
- Newton Wellesley Hospital
- North Adams Regional Hospital
- North Shore Medical Center
- North Shore Medical Center Union Hospital
- Norwood Hospital
- Quincy Medical Center, A Steward Family Hospital Inc
- Saint Anne's Hospital
- Saint Elizabeth's Medical Center
- Saint Luke's Hospital
- Saint Vincent Hospital
- Signature Healthcare Brockton Hospital
- Southern New Hampshire Medical Center
- South Shore Hospital
- St. Joseph Hospital
- Sturdy Memorial Hospital
- The Shriners' Hospital for Children
- The Shriners’ Hospital for Children
- Tobey Hospital
- Tufts Medical Center
- UMass Memorial Medical Center
- UMass Memorial Medical Center
Digital Health Cluster: Payers

• Massachusetts is home to a network of innovative, high-quality healthcare payers. (source: NCQA)

• History of Health Plan innovation in digital health and value based care:
  • Blue Cross Blue Shield of MA Alternative Quality Contract starting in 2009
  • Blue Cross Blue Shield of MA support for EHR Adoption with $50m grant in 2004
  • Massachusetts won the SureScripts eRx award for the number 1 ePrescribing state for many years in a row (2007-2011 or later)

Aetna Health Inc.
Blue Cross & Blue Shield of Mass. HMO Blue, Inc.
Boston Medical Center Health Plan, Inc.
CeltiCare Health Plan of Massachusetts, Inc.
Connecticare of Massachusetts, Inc.
Fallon Community Health Plan, Inc.
Harvard Pilgrim Health Care, Inc.
Health New England, Inc.
Minuteman Health, Inc.
Neighborhood Health Plan, Inc.
Tufts Associated Health Maintenance Org., Inc.
Tufts Health Public Plans, Inc.
UnitedHealthcare of New England, Inc.
INVESTMENT:

- Competitive Venture Capital Environment

  - Strong R&D Investments

  - State Resources and Programs
Boston is currently ranked 3rd in the U.S., with $651 Million in venture capital deals in 2017.

**Massachusetts Digital Health Investors:**
- .406 Ventures, LLC
- Aptima Ventures LLC
- Beacon Angels
- Bessemer Venture Partners
- Bolt
- Borealis Ventures
- Catalyst Health Ventures
- Collaborative Seed and Growth Partners LLC
- Draper Fisher Jurvetson
- Egan-Managed Capital
- Excel Venture Management
- F-Prime Capital Partners
- Flare Capital Partners
- Fletcher Speight Ventures
- Flybridge Capital Partners
- General Catalyst Partners
- Google Ventures
- Highland Capital Partners
- HLM Venture Partners
- Leerink Partners
- Long River Ventures
- MassVentures
- North Bridge Venture Partners
- Polaris Venture Partners
- Sigma Prime
- Strategic Health Ventures LLC
- Summit Partners
- SV Life Sciences
- Venrock Associates
- Waterline Ventures
- Waypoint Capital
- Zaffre Investments
Seed and Investment Capital

Massachusetts ranks second in patent growth per capita and placed in the top 4 of the Leading Technology States in each category of technology patents per capita.

MA receives more R&D funding per capita, more National Institutes of Health (NIH) funding as a percentage of GDP, and produces more academic science & engineering articles per capita than any of the states reviewed.

Massachusetts is a top destination for federal R&D funding both in absolute and per capita terms.

Massachusetts is a top destination for venture capital (VC)’ ranking second in VC as a percent of GDP.
State Digital Health Resources

- **Massachusetts eHealth Institute at MassTech**: State agency supporting digital health innovation and implementation.

- **MassVentures**: State venture capital fund for early-stage firms

- **Massachusetts Tech Transfer Center**: State resource to advise and support with commercialization of innovation

- **MassDevelopment TechDollars**: Loan program for nonprofits to invest in technology, can support private nonprofit health care providers investing in digital health systems

- **Health Policy Commission Healthcare Innovation Investment Program**: $11 Million in investments to help providers, health plans, and their partners to implement innovative models that deliver better health and better care at a lower cost.

- **The MassTech Intern Partnership**: Provides stipends of up to $4800 to eligible start-up companies, including digital health companies, to offset a portion of the cost of hiring a local intern

- **The Global Entrepreneur in Residence Program**: Program to help entrepreneurs stay in Massachusetts by facilitating pathways to work visas

- **MassTAG**: the Massachusetts Life Sciences Center leads a funding program to support expansion and relocation of firms into Massachusetts
Massachusetts has an innovative state agency, the Massachusetts eHealth Institute at the Massachusetts Technology Collaborative (MeHI). MeHI is accelerating digital health innovation and supporting digital health innovation infrastructure.

Programs include:

**Connected Communities:** $3 Million in grants for community-based digital health information exchange projects

**eHealth eQuality:** Incentive payments to help Behavioral Health and Long-Term and Post-Acute Care providers implement health information technology

**Mass Digital Health:** Supporting digital health innovation and entrepreneurship
COLLABORATION:

- Strengths in Sectors that Intersect with Digital Health

- Interdisciplinary, Cross-Sector Collaboration

- Coordinated Public and Private Sector Leadership
Massachusetts gains an advantage from interdisciplinary innovation and cross-sector collaboration.

Digital health innovation benefits from relative strengths in tech/software, healthcare, life sciences and medical devices, robotics, cybersecurity, and big data/analytics.
Strength: Life Sciences

• All of the world’s top 10 largest biopharmaceutical firms maintain facilities here, along with 550 other biopharma companies and more than 400 medical device makers

• Life Sciences employs over 95,000 talented workers in Massachusetts

• 10-year, $1 billion comprehensive state initiative supporting life sciences innovation

(source: MLSC)
Strength: Big Data / Analytics

Massachusetts is home to a robust and growing Big Data/Analytics industry cluster

**Industry**
- 537 Companies driving the Mass Big Data Ecosystem
- 53 Companies launched since 2013
- $2.4B Invested in Mass Big Data Companies since 2013

**Innovation**
- 200 New Big Data Projects received Federal Investment
- 52 Active Big Data Meetup Groups
- 46% Increase in Patents in Big Data related categories since 2010

**Talent**
- 70+ Data Science Related Programs at 22 Colleges & Universities
- 10 New Programs since 2013

Source: 2015 Mass Big Data Indicators Report
Among U.S. states, Massachusetts has the second-most cybersecurity firms (37) among the top 500, behind California (132), but ahead of Virginia (36).

(Source: Cybersecurity Ventures Cybersecurity 500)

IBM X-Force Command Center, headquartered and recently opened in Cambridge, MA brings breakthrough technology and expertise to help clients mature their security operations at the first-ever Commercial Cyber Range.
Strength: Robotics

- Massachusetts has **122 commercial companies** in the robotics cluster;
- Between 2011 and 2015, 33 new robotics businesses were created in Mass., **up 57% from five years earlier**;
- Mass. robotics companies **employed 4,716 individuals**;
- Mass. robotics firms **generated $1.6 billion in revenue in 2015**;
- Mass.-based robotics companies received over $190 million in private investments in 2015, **equal to 23% of total U.S. funding and second highest of any state**, only behind California.

(source: MassTech 2016 Robotics Report)
Collaborative Leadership

Led by Governor Charlie Baker, public and private sector leaders have convened to build a comprehensive strategy to make Massachusetts the leading digital health ecosystem.

Public and Private Leaders at the launch of PULSE@MassChallenge, June 2016
*Renamed MassChallenge HealthTech- 2018

L-R: Dan O’Connell, CEO, Massachusetts Competitive Partnership, Kerry Healey, President, Babson College, Steve Samuels, Chairman and Principal, Samuels Real Estate, Lindsay Simeone, MassChallenge, Bill Swanson, Raytheon/MACP Chair, Governor Charlie Baker, Christian Lagier, TechSpring, Scott Bailey, MassChallenge, Housing and Economic Development Secretary Jay Ash, Senate President Stan Rosenberg, Boston Mayor Martin Walsh, Jeff Leiden, CEO, Vertex Pharmaceuticals, State Senator Eileen Donoghue, Health and Human Services Undersecretary Alice Moore, John Fish, CEO, Suffolk Construction, Bryan Jamele, MACP Chief Operating Officer, & Laurance Stuntz, Director, Massachusetts eHealth Institute at MassTech
WHAT’S AHEAD:

The Massachusetts Digital Health Initiative
About Mass Digital Health

Announced in January 2016, the Massachusetts Digital Health Initiative, or Mass Digital Health, is a public-private partnership building a stronger and more competitive digital health ecosystem statewide.

Mass Digital Health’s mission is to make Massachusetts the leading global digital health ecosystem.
Massachusetts will further lead as the single best destination for digital health innovation by:

• Accelerating Digital Health Innovation
• Improving Health Data Transparency and Access
• Improving Healthcare Outcomes and Costs
Guiding Framework

Accelerate Innovation
Data Access & Transparency
Improve Healthcare Outcomes and Costs
Accelerating Innovation

OPPORTUNITIES:
• Build greater connectivity and community across the digital health ecosystem
• Build greater visibility and brand recognition for the sector
• Help companies succeed faster by building a more transparent & accessible statewide customer marketplace
• Help digital health customers more easily access innovation
• Leverage state government as a buyer and supporter of digital health innovation

STRATEGIES:
• Massachusetts Innovation Catalyst Fund
• Creation of PULSE@MassChallenge- *Renamed MassChallenge HealthTech (2018)
• Investment into TechSpring at Baystate Health
• Marketplace Program
• Cluster Convening: Events and Meetups, Mentorship Events, Cluster Directory
• Align and promote public and private resources
• Standardized digital health technology transfer agreements across universities
• Leverage the state as a customer of digital health innovation
Data Transparency and Access

OPPORTUNITIES:
- Company development and growth based on open data
- Improved ability of entrepreneurs to test their ideas with real data
- Connections and coordination across available data sets, helping address public health challenges
- Leverage partnerships with the high-impact Massachusetts big data / analytics cluster

STRATEGIES:
- State data coordination to address the opioid addiction crisis (Ch. 55)
- Leverage public and university assets to support testing new innovative solutions
  - MITRE Synthetic Health Data
  - Massachusetts Green High Performance Computing Center Data Labs
  - Massachusetts Open Cloud
- Standardize legal agreements to improve consistency and efficiency
- Promote interoperability and exchange of health data

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40
OPPORTUNITIES:
• Connect providers and patients to ensure all needed information is available to caregivers
• Analyze digital healthcare data to spot trends and predict healthcare challenges
• Leverage digital healthcare data to develop new therapies, devices, and best practices

STRATEGIES:
• Connect all statewide healthcare providers to electronic health records (MeHI’s eHealth eQuality Program)
• Share data via health information exchange for better care coordination outcomes via the Hiway and MeHI’s Connected Communities Program
• Demonstrate innovative strategies such as telemedicine through the Health Policy Commission’s Healthcare Innovation Investment Initiative
• Be a national leader in the shift to value-based care through innovative reform of MassHealth
Global Economic Connectivity

- Eastern Time Zone
- East Coast presence with national reach
- Geographically dense – benefits of clustering, plus a manageable size

53 International Nonstop Flights from Boston:

Note: Includes Seasonal Service, Source: OAG & Innovata Schedules
Great Quality of Life:

• Massachusetts is more affordable than California and New York when it comes to cost of business, living and taxes

• Superior K-12 education, world-leading universities

• Outstanding healthcare offerings

• Network of social, professional, community, cultural, and philanthropic organizations

• Great professional sports culture
Massachusetts is a top global digital health destination for growth, expansion, or strategic partnerships. We want to work with you.

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