



MATTER

# 2018 IN REVIEW

Mobilizing a community of healthcare innovators



## Improving life and lives – together



**AT MATTER**, we spent 2018 in pursuit of one central question: How can we bring people and organizations together in meaningful ways to accelerate innovation, advance care and improve lives? This pursuit led to hundreds of connections between MATTER startups and the partners and investors in our community.

In the report that follows, you'll find some of our favorite moments from the year: the many successes of our startup companies, programs we co-developed with our partners and the big names who shared their wisdom from the MATTER stage. 2018 was a tremendous success for the MATTER community. For every story shared in this report, there are dozens more that we wish we had room to include.

Thank you to the brilliant and passionate entrepreneurs, partners, mentors and faculty who make up the MATTER community, and to the tens of thousands of people who crossed through our doors this year. Because of your shared commitment to improving life and lives, we are setting into motion a better future for health and healthcare – together.

Sincerely,

Steven Collens  
CEO, MATTER



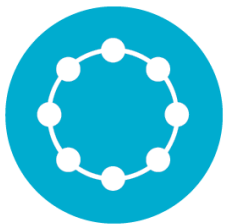
# WHAT WE DO

MATTER breaks down silos and helps startups, corporations, health systems, universities and associations work together more effectively. We are a mission-driven not-for-profit business with a unique model.



## STARTUP INCUBATOR

We equip, empower and embolden entrepreneurs with the tools and network they need to be successful. We take no equity in the companies we support.



## COMMUNITY NEXUS

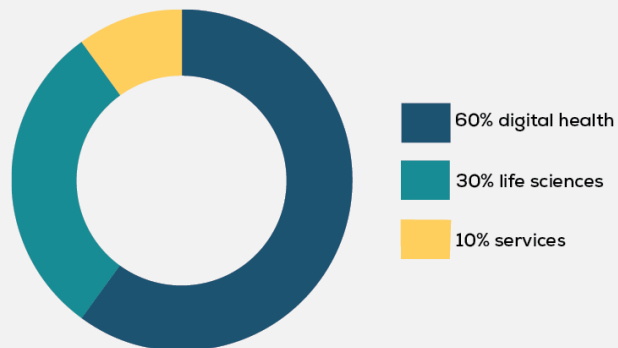
Our programs and facility bring together industry executives, entrepreneurs and investors to learn and collaborate.



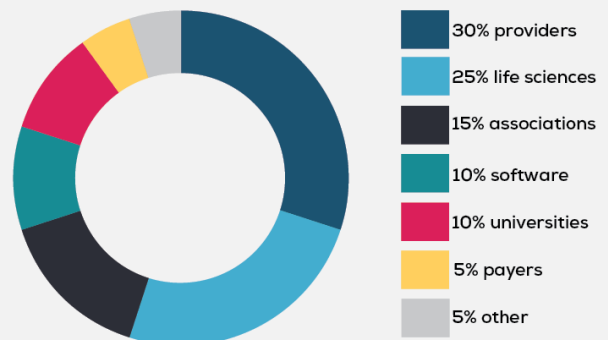
## CORPORATE INNOVATION ACCELERATOR

We help large corporations, health systems and allied organizations achieve their innovation and business goals.

STARTUP  
MEMBER BREAKDOWN



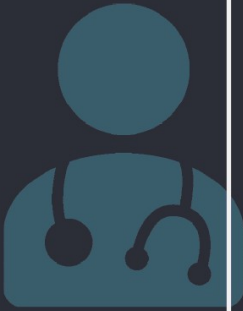
CORPORATE  
PARTNER BREAKDOWN



These three core functions create a virtuous cycle of community-building, collaboration and innovation in healthcare.



# MATTER BY THE NUMBERS



**92M**

PATIENTS HAVE BENEFITED  
FROM MEMBERS' PRODUCTS

**400K**

CLINICIANS HAVE USED  
MEMBERS' PRODUCTS



MEMBER FUNDRAISING

**\$260M**

RAISED IN 2018



MEMBER REVENUE

**\$102M**

REPORTED IN 2018



**3700**

EMPLOYED BY  
MEMBERS IN 2018



**1100**

VOLUNTEER HOURS  
LOGGED IN 2018



**37K**

VISITORS

**420**

EVENTS &  
PROGRAMS



# STARTUP INCUBATOR

In 2018, MATTER startups and growth-stage companies made significant progress in their efforts to advance care and improve lives.



Below are some of our favorite success stories from the year.



## TACKLING THE SHORTAGE OF MENTAL AND BEHAVIORAL HEALTH PROVIDERS

One of MATTER's earliest members, **Regroup** virtually connects psychiatrists to patients and provided more than 100,000 therapy sessions in 2018 alone. In June, the company closed a \$6.1M growth round including an investment from MATTER partner OSF Ventures.



*"The early days are the hardest in health tech. We owe a significant amount of the early wins to opportunities that MATTER helped generate. We would not be where we are today without MATTER."*

DAVID COHN, Founder & CEO, Regroup



## ADVANCING CARE FOR CHILDREN WITH EAR INFECTIONS

Ear infections affect four out of five children. **PhotoniCare** has developed the first method to non-invasively visualize the middle ear – where the infections live – making it easier for doctors to make timely and informed care decisions.

In 2018, the startup won multiple awards for their technology and secured \$2.1M in NIH funding.



## CLOSTRABIO

### HARNESSING THE MICROBIOME TO PREVENT ALLERGIC REACTIONS TO FOOD

Together with a microbiome lab at the University of Chicago, **ClostraBio** has developed a first-of-its kind treatment that utilizes a common class of gut bacteria to prevent trigger foods from entering the bloodstream and sparking an allergic reaction. In January, the startup closed a \$3.5M seed financing round to continue developing the treatment.



In 2018, we also helped startups from around the world enter the U.S. market. Two of our global partnerships stood out.



## ISRAEL

Over the course of three days, 20 of Israel's most promising digital health startups met with executives from top institutions across Chicago's healthcare ecosystem during the Chicago-Israel Health Tech Innovation Summit, which MATTER hosted in partnership with the **Center for Digital Innovation**, **Sheba Medical Center** and **Allscripts**.

## CANADA

Selected from a competitive nationwide pool, five Canadian life sciences companies were matched with teams of mentors for six months to develop their U.S. strategy. Now entering its fifth year, this Chicago-Canada Mentoring Program is a collaboration between MATTER and the **Consulate General of Canada**.





# COMMUNITY NEXUS

More than 37,000 people  
joined us at MATTER in  
2018, discovering new ways  
to accelerate innovation in  
healthcare.





## The MATTER stage attracted thought leaders at the forefront of healthcare innovation.

*"If you try to distill a human being to a series of checkboxes, you don't know the person. You only know the checkboxes."*

**DR. AMY COMPTON-PHILLIPS**  
Providence Health and Services



*"As an industry, we need to face really getting our arms around the value of healthcare we're delivering collectively."*

**LISA EARNHARDT**  
Intersect ENT

*"The new frontier is 'three leg stool' collaborations: You need the technology, the clinical expertise and the mathematicians."*

**DR. JAMES MAULT**  
Qualcomm Life



*"It's so easy to stand here and have an opinion on whether or not [gene editing] is the right thing to do. But we so seldom ask the patient: What do you want? How do you feel about your disease?"*

**SANDY MACRAE**  
Sangamo Therapeutics



# CORPORATE INNOVATION ACCELERATOR

In 2018, MATTER partners collaborated with startup companies and each other to approach healthcare problems in new ways.



Together with our partners, we called on innovators to help tackle some of healthcare's most pressing challenges.



## TRANSFORMING DIABETES MANAGEMENT with Novo Nordisk

The **Novo Nordisk Innovation Challenge** recruited innovators to develop new ways to use data collected from the company's insulin pen device to improve diabetes care. The winning companies each received \$25K and will participate in a three-month accelerator in 2019.

›**WINNERS:** Adelie Health, Human Capital Works, Medopad, Xbird, Simple C

## ADVANCING HEALTH EQUITY with Blue Cross and Blue Shield of Illinois

The **Health Equity Innovation Challenge** worked to close the gaps for Blue Cross and Blue Shield of Illinois (BCBSIL) members who face social, cultural and/or economic barriers to healthcare. In addition to cash prizes, the 1st and 2nd place winners will pilot their solutions with BCBSIL in 2019.

›**WINNERS:** Bright Pink (1st), Amah Health (2nd), Loyola University Stritch School of Medicine student team (3rd)

## REIMAGINING PRIMARY CARE with Advocate Aurora Health

The **Health Tech Venture Challenge** identified innovative technologies that create new possibilities for patients and their primary care providers. Finalists had the chance to pitch their ventures to the health system's C-suite and the winning team took home \$10K.

›**WINNER:** Lytic

## CATALYZING IPF INNOVATION with Three Lakes Partners

The **\$1M IPF Catalyst Challenge** sought new diagnostic and quality of life solutions for people living with Idiopathic Pulmonary Fibrosis (IPF) and their caregivers. The winners split more than \$1M to further develop their ideas.

›**WINNERS:** Advance Interactive Response Systems (AIRS), Owlstone Medical, patientMpower, LevelEx





We helped established organizations connect with cutting edge innovators, stay abreast of the latest trends and learn to innovate more efficiently and effectively.

## WE CREATED A 360° VIEW OF A PATIENT'S JOURNEY TO FILL MEDICATIONS.



In November, MATTER convened providers, payers, pharmacists, patients and caregivers to map the patient journey from initial diagnosis through medication pickup – including the many behind-the-scenes interactions that happen between the provider, payer and pharmacy.

The exercise revealed a number of opportunities for innovative technologies and better collaboration between stakeholders to greatly improve the patient experience – opportunities the group will explore when they reconvene for the next phase of this program.

## WE HELPED BUILD A TWO-WAY CONDUIT FOR INNOVATION.

This year, MATTER welcomed the first corporate Innovation Fellows to our community. Through this program, **Blue Cross and Blue Shield of Illinois** identified high-potential employees to spend three months embedded at MATTER as an onsite resource. Three nominated fellows collaborated with MATTER startups and partners to help identify relevant stakeholders for potential collaborations and to provide valuable insights into the payer perspective.



Thank you for making 2018 an incredible year. We look forward to exploring new ways to accelerate innovation, advance care and improve lives with you in 2019.

**We are a community of healthcare innovators  
who aspire to heroic change.  
Who embrace collaboration.  
Who believe we can improve  
life and lives.  
We're here to do something that matters.**



MATTER | 222 W Merchandise Mart Plaza | Suite 1230 | Chicago, IL 60654

[matter.health](http://matter.health) | [@MATTERhealth](https://twitter.com/MATTERhealth)