



ACCENTURE HEALTHECH INNOVATION CHALLENGE Video Transcript

THE JOURNEY

HANNAH LANDES

NowPow

Startup

The Health Tech Innovation Challenge is a fantastic opportunity to bring together a variety of innovations happening in healthcare today and figure out where we can work together to create a holistic model of patient health and patient care.

TOM OLENZAK

Independence Blue Cross

Judge

I participated for the first-time last year and it was a lot of fun frankly.

JENNIFER AHERN

Pfizer

Judge

If you think of innovation as invention plus adoption, the startups are really good at the invention, and we in pharma can help with the adoption piece.

RICK JEANDELL

Aetna

Judge

The sheer energy, the enthusiasm, the thought leadership is amazing here.

JONATHAN SYMONDS

Ayasdi

Startup

The fact that Accenture can put this on year after year is really a testament to their relationships in this space.

STEVE FLAMMINI

Partners HealthCare

Judge

Accenture does a fantastic job of scouring the nation, and the world, for these companies and they do a nice job of carving them down to a competitive set of finalists.

EDWARD BOOTY

Allied World Healthcare

Startup

We already had some great feedback, great insights and of course having these people review our solutions is incredibly valuable to our strategy and development.

KAVEH SAFAVI

Accenture

Coach

We're trying to help our customers, which are larger organizations, figure out how to innovate their business by taking advantage of the great ideas that are happening by these younger companies.

TOMMASO BORDIGNON

Amicomed

Startup

Meeting with so many different innovators is just a great opportunity because it allows you to relate to them on so many different levels, but the element of competition pushes us to be better in our respective fields.

CHARITY KUFAAS

Medtronic

Judge

I think what's really different in this case is the amount of time we get to spend with the startups and really get to build a relationship and understand potentially how we could work with them.

THE PASSION

ANDREW MEADE

Accenture

Coach

Though we have all of these innovative ideas, we know that at the heart of all these ideas is patient outcomes.

DEBRAJ DASGUPTA

Boehringer Ingelheim

Judge

So, what I'm looking for from the startups today is basically innovative real-world examples of healthcare disruption using technology.

JENNIFER AHERN

Pfizer

Judge

So, you see the ones that are really, really passionate and really engaged at what they're doing, and they really believe in it.

NICK TATE

GSK

Judge

These events and these opportunities that are all around finding disruptors, thinkers that can jolt us and help us create more value fundamentally and better patient outcomes.

DARREN CURRY

NHSBSA

Judge

So, one of the things that's impressed me most about the startups today has been how they've demonstrated how they're meeting the user need. So less about the how and the technology but more about the people and the users that they're delivering their solutions for.

ANTOINE VALTERIO

ResMed

Judge

Alot of these entrepreneurs start with a personal story where they're really trying to solve a problem that affects them or loved one.

ZACHARY TAN

CancerAid

Startup

I'm a doctor myself and what I'm so passionate about is making an impact for patients during their care and in their lives.

KRISTEN VALDES

b.well Connected Health

Startup

I have three children and my middle child is a daughter, Bailey. She was born with a very significant autoimmune disease and I recognized that even as a healthcare industry expert, it was an impossibility for me to navigate the system.

CLIFFORD JONES

Allazo Health

Startup

We're really helping patients to get the support that they need in the ways that are going to change their behavior and that's one of the biggest problems in healthcare.

YOSHUA KISHI

Holoash

Startup

Why I started my company is, I have ADHD and I want to solve my problems and I want to create a social system in which differences can thrive.

THE FUTURE

NAOKI OKAMURA

Astellas

Judge

There are many ideas and technologies out there, but someone has to combine all those ideas and technologies together to get the real solution to the problem.

MILIND KAMKOLKAR

Sanofi

Judge

As a chief data officer, it was so refreshing to see data is still and will always be king.

FERGAL O'BRIEN

Accenture

Coach

Everyone's taking the patient-centered view to driving healthcare change.

ERIK JANSSEN**UCB****Judge**

But they really need to focus on what is the value that you will bring to the customers, to the patients. What is that unique thing that you will make different from any other company out there.

YUICHI KUBO**Daiichi Sankyo Company Limited****Judge**

It is a very exciting time because there are so many technologies available, but it is important how to utilize such technology.

JUANJO FRANCESCH**BMS****Judge**

It's not easy to come up with an original idea. It is not easy to execute but only by being really, really, really stubborn can you be successful.

STEPHEN LUND**Opportunities New Brunswick****Judge**

We have exploding healthcare costs. We're getting older, we're getting bigger, we're getting more unhealthy and the only way we're going to solve this problem is through innovation.

LISA COLLINS**Accenture****Coach**

You know we see things solved in so many other industries we need to be pushed to solve some of these now.

JOHN PUGH**Accenture****Coach**

Life science companies and healthcare organizations really need to partner up and embrace open innovation to help solve some of the business challenges they have, but also, more than that, to actually achieve epic disruption within the industry. Because the industry needs to change, dynamics have shifted, it's only through partnering with innovative startups that they can achieve some of those goals.