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# #startupoftheday 157- Heaps Health Solutions

12 May 2022 | Features

**A pioneering healthcare management and coordination platform**

**Inception**- 2020

**Location**- Bengaluru

**Domain**- Healthcare

**Founder**- Dr Suman Katragadda

**Total team strength**- 75

**Total funds raised**- Rs 55 crore

**Investors**- NVS Wealth Managers, Rajiv Dadlani Group, marquee HNI Investors and Family Offices

**Revenue generated since inception**- NA

**Key Highlights-**

- Built a robust platform, over 5 years, with extensive research, inputs, from 5 million patient interactions and diverse team of Medical Professionals, Specialist Doctors, Clinicians, domain experts, from India and USA
- The platform enables patient care management and coordination, and is supported by cutting edge machine learning and Artificial Intelligence features, customizing care management plans for each patient or policyholder
- Operating on a SaaS model and working with key stakeholders such as patients, insurance companies, hospitals and large corporates
- Offers Post-Discharge Care Management and Health Compliance and Risk Management (HCRM) in India and USA
- Raised fresh capital for expanding its team, accelerate product development and optimization and penetrate further, into existing and newer markets
- Currently present in the USA, Singapore and Bangladesh and have offices in Mumbai, Hyderabad and Bangalore
- To start operations in the Middle East and North Africa (MENA), Australia and the EU

**Founder Speaks**-

*"The biggest challenge we faced was gaining payer and provider adoption of these platforms in the beginning. At the leadership and management level, an extensive education process is required to help them understand and get convinced of the benefits that could be gained from it. Both hospitals and insurance companies have benefited greatly from our initial pilots with early adopters.*

*India is a challenging market where there is constant mistrust between all the key stakeholders in the healthcare sector (Payers, Providers and Patients). We have been successful in bridging the gaps between these stakeholders through a high-tech AI enabled platform combined with touch points from our Command centres. Our initial success has given us the confidence to scale up our operations."*

- **Dr Suman Katragadda, Founder & Chief Executive Officer, Heaps Health Solutions**