



#startupoftheday 118- Even Healthcare

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Providing subscription based healthcare service

Inception- 2020

Location- Bengaluru

Domain- Healthcare delivery

Founders- Mayank Banerjee (Chief Executive Officer), Matilde Giglio (Chief Operating Officer), and Alessandro Davide Ialongo (Chief Technology Officer)

Total team strength- 37

Total funds raised- Rs 37.6 crore

Investors- Vinod Khosla (Khosla Ventures), Founders Fund (led by Peter Thiel), Lachy Groom, Nikesh Arora (CEO, Palo Alto Networks, ex-COO, Softbank), Kunal Shah (CEO, CRED) Nithin Kamath (Founder, Zerodha) and Tom Stafford (Partner, DST Global)

Revenue generated since inception- NA

Key highlights-

- Even is a monthly subscription-based healthcare membership
- Even members can enjoy unlimited consultations, unlimited OPD and an IPD cover till Rs 50 Lakh at some of the best hospitals in the country.
- In Bengaluru, alone, Even Healthcare has tied-up with the Narayana Health, Fortis Hospitals and Aster DM Healthcare, and is available at over 20 hospitals and clinics
- Provides unlimited OPD consultations and diagnostics, and is focused on primary and diagnostic care so that people can catch diseases early on, reducing the risk of later stage hospitalisation
- Offers the most comprehensive coverage and this includes hospitalization for all major conditions with a very small exclusion list
- Held a vaccination camp during the second wave, inoculating over 1000 citizens of Bengaluru
- Targeting to enter Delhi and Mumbai
- To open primary care facilities for more personalized care with incredibly easy access

Founder Speaks-

"These are super exciting times for innovation in health tech, sadly triggered by the pandemic. The baseline expectation of how healthcare should be delivered has also moved up.

Whether it is the option to order medicines online, talking to a doctor on a video call or how companies and governments assimilate medical data for public health management systems--technology is pushing products that respond to users' need for convenient and high-quality healthcare.

While there are these innovations, there is massive room for improvement too. Primary care is still fragmented with a patient visiting a general physician to specialists in different facilities or different parts of a country with no effective movement of diagnostic information. This can result in someone getting piecemeal care at each point.

There are also high levels of uncertainty around treatment expenses (such as for COVID-19) which means healthcare providers cannot accurately predict spending. This results in healthcare services being priced arbitrarily and with an incentive to deliver excessive care."

- Mayank Banerjee, Chief Executive Officer, Even Healthcare, Bengaluru

L-R- Mayank Banerjee, Matilde Giglio and Alessandro Davide Ialongo

