



#startupoftheday 150- Connect and Heal

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Helping patients receive care that matches global benchmarks

Inception- 2016

Location- Bengaluru

Domain- Digital Health

Founders- Sanjay Vinayak, Galveender Kaur, Elwinder Singh and Prashant Kashyap

Total team strength- 500- 700

Total funds raised- Rs 84.2 crore

Investors- BAce Capital, Celesta Capital and a group of high-profile bankers across London, Singapore, Netherlands and the US

Revenue generated since inception- NA

Key Highlights-

- Provides 360-degree healthcare through its core, multidisciplinary, in-house team of 800+ doctors backed by a preferred network of 6000+ ambulances, hospitals, specialist clinics, and 3,500+ diagnostic centers and pharmacies

across 60+ Indian cities

- Registers over 120,000 transactions a month from teleconsultations and lab tests alone
- Has the vision to be the 'First Port of Call' for all Primary and Urgent response needs of a whole family
- Its online-to-offline platform offers virtual care and in-person care anywhere, anytime, with the aim of providing a care continuum

Founder speaks-

"COVID-19 emphasized the need for a strong primary care ecosystem and whoever is able to give assurance of quality care will win the patient. There has been rapid progress in digital healthcare tools, technologies and public adoption of the same since the pandemic outbreak. It is imperative that the technologies and increasing acceptance of online healthcare platforms are leveraged to build one-stop integrated healthcare services all over India. Connect and Heal has built an end-to-end care continuum integrating in-house doctors, speciality clinics, ambulance networks, diagnostic labs, pharmacies and quality hospitals across major Indian cities. The platform integrates online and offline options such as virtual care as well as in-person support anytime, anywhere whenever needed. Thus, patients are assured of a standardized and always accessible care system wherein they just need to contact the service providers and all their needs are taken care of seamlessly. Connect and Heal is bringing the previously unheard concept of a Healthcare Management Organization to India, something that will enable Indian medical services to match global benchmarks."

- Sanjay Vinayak, Founder & CEO, Connect and Heal, Bengaluru