

BioSpect

the business of Bio

24 years of leveraging the business of Bio
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#startup of the day 7 - BorderPlus

14 July 2026 | Features

Expanding global healthcare footprint



BorderPlus

Inception - 2024

Location - Mumbai, Maharashtra

Industry domain - Global Healthcare Talent Mobility

Founder - Mayank Kumar (Co-Founder& CEO) and Ayush Mathur (Co-Founder)

Total team strength - 110 + (India, Germany and Brazil)

Total funds raised - \$7 million (~Rs 60 crore)

Investors - Led by Owl Ventures, with participation from entrepreneurs such as Binny Bansal and Ritesh Agarwal.

Revenue generated since inception - Exited the FY'26 at 60 crore annualized revenue run rate

Key Highlights -

1. ~400 nurses placed FY26 across the 50+ German hospital clients
2. AI revenue live - Initiated pilots at across 6 German healthcare landscape
3. 85% first time B2 exam passing
4. 800+ Nursing students studying across centres worldwide

Founder Speaks -

The company is accelerating its AI-driven revenue growth by scaling tailored solutions for hospitals and care homes across Germany. In the GCC region, particularly Saudi Arabia and the UAE, it has successfully recruited and placed over 100 healthcare professionals while actively building a strong demand pipeline through ongoing engagements with leading hospital chains. Additionally, the company is expanding its global footprint by exploring new recruitment corridors in Japan, aiming to connect skilled nurses with mature economies facing a growing demand for healthcare and elderly care professionals.

- **Mayank Kumar and Ayush Mathur**