

Reducing the cost of telepathology In Developing Countries

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Team Live Longer

Health care innovation, traditionally the realm of large pharmaceutical and biotech corporations, can be a hard nut to crack. Faced with complicated regulations and legal hurdles, the start up minded entrepreneur may feel as if there is no hope of ever bridging the gap and bringing a product to market. Finally, to make matters worse, your average VC that might invest £2,000,000 on the next great chat app won't even return your calls, knowing that it can often take years instead of months to see a return on investment.

Being a med-tech entrepreneur is challenging, but for those that are up to the task, it is also quite rewarding. Health care technology is ripe for innovation, dominated by corporations not known for their speed of innovation and filled with expensive legacy solutions that are often kept in place by the status quo.

October 22, 2015 marked the two-year anniversary of my first experiments using mobile phones to attain images of biological specimen slides. In the past two years I've taken that idea to commercial prototype for a new medical device we call ADA, Auto-Diagnosis Assistant, which won the American Society of Mechanical Engineers award for Best Hardware Led Social Innovation in the summer of 2015.

In the last year we had a great opportunity to publish our first trials in [BMJ Innovations](#) and we just finished a very exciting validation study that we are looking to present in early 2016. We also discovered a number of things on our journey, of which I'll share a few...

- **There are friends out there.** – Incubators and accelerators are great places to work and grow, some offer mentorship and sometimes investment. I started at HealthBox and there are plenty more on www.f6s.com
- **Think outside the box and sometimes outside the country.** – Some medical entrepreneurs are doctors who have built high tech devices to solve tough problems they face everyday, others, like myself, are inventors see gaps in the market. I drew my inspiration from my time as an aid worker in Haiti. There are health care discrepancies around the globe that can be solved with technology.
- **Do good science.** – You must learn how to be a good researcher, because people's lives are in your hands. Don't fudge your data sets, or put PR in front of real science. Also a common misconception is that you have to pay doctors help you with research. This is actually completely false and can actually lead to conflicts of interest that could invalidate your research.
- **You need to keep learning.** - As an aspiring medical device manufacture, I spent the last year learning about FDA and CE certification. Don't let these things intimidate you from getting started; there will be plenty of time over the next few years to learn more.
- **Diversify your revenue stream.** – Besides building a medical device company, I also run an app company to bring in revenue. One of the biggest problems you will face as an entrepreneur is finding the money to keep the lights on and the team moving forward, which brings me to my last point.
- **Grants, grants, grants.** – Non-dilutive funding is the key to getting your business off the ground. I've benefitted from a number of grants from UK and US granting bodies.