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Novartis to unite with tech startups to bring healthcare transformation

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Novartis intends to map the health-tech space in Asia, particularly start-ups focused on enhancing healthcare delivery avenues.



Novartis is on a mission to transform healthcare in Asia by partnering with the health tech ecosystem.

"Novartis in Asia seeks to leverage data, digital and exponential technologies to address the most pressing health challenges in the region. From Big Data, Machine Learning, Telemedicine, the use of sensors to Virtual Reality -- we aim to harness all these technologies to create disruptive opportunities, transform the healthcare landscape and save lives. This is why we are partnering with key heath-tech startups in Asia to equip our company in bringing transformative healthcare solutions to patients," said Alexis Serlin, Head of Asia Cluster, Novartis AG.

With an industry-leading development pipeline, Novartis is well positioned to spearhead a transformative revolution in healthcare. The Novartis pipeline has 26 potential blockbusters in confirmatory development and 13 projects in clinical development across Cell, Gene & Radioligand therapies, with 60 major submissions planned from 2019 to 2021.

Novartis is advancing a pipeline of medicines with the potential to change the standard of care in high-burden disease areas, such as multiple sclerosis, asthma, age-related macular degeneration, sickle cell disease, and lung cancer. The quality and consistency of Novartis' R&D is reflected in its #1 position as the company with the highest number of Breakthrough Therapy Designations (BTDs), a key measure of innovation. Between 2005 and 2018, Novartis secured regulatory approval for more new drugs than any other pharmaceutical company.

According to Serlin, Novartis intends to map the health-tech space in Asia, particularly start-ups focused on enhancing healthcare delivery avenues, such as improving patient outcomes, transforming patient journeys, and creating differentiated and transformational customer engagement models, among others.

"There are a lot of health-tech start-ups in Asia brimming with transformational business ideas, and we intend to incubate them," said Serlin.

To this end, Novartis Asia in partnership with Galen Growth Asia held its first Asia Business Model Transformation Workshop last November in Singapore. The workshop aimed to connect senior Novartis leaders in Asia with health-tech startups in the region to co-create solutions to keep people well and keep them well.

"We are delighted to partner with Novartis on its digital business transformation journey, leveraging our unique and extensive data analytics, insights and network drawn from the $75B Asia Pacific HealthTech ecosystem, the second largest in the world," said Julien de Salaberry, CEO & Founder of Galen Growth Asia.