

DHIS - Digital Healthcare Innovation Summit 2025 Conference Summary

DHIS, a [Cambridge Healthtech Institute](#) Event

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Executive Overview

The 2025 [Digital Healthcare Innovation Summit](#) explored how investors, founders, and industry leaders are navigating a period of reset and rapid evolution in digital health. Across sessions, speakers focused on the intersection of AI, shifting care delivery models, regulatory complexity, and changing investment dynamics. Rather than broad disruption, the emphasis was on targeted transformation, practical business models, and aligning innovation with real patient and system needs.

Most Frequently Covered Issues

- 1. Regulatory uncertainty and fragmentation**
Diverging federal and state policies, particularly around AI, reimbursement, and data use, are creating complexity and slowing adoption of new technologies.
- 2. Capital concentration and constrained funding environment**
Investment is increasingly focused on top-tier companies and large funds, with fewer opportunities for emerging managers and greater scrutiny on business fundamentals.
- 3. Translating AI potential into real-world impact**
While AI is attracting significant investment, questions remain around reimbursement, trust, clinical integration, and measurable outcomes.
- 4. Misalignment between innovation and healthcare economics**
Technology alone is not reducing costs; sustainable impact depends on business model innovation, services integration, and alignment with payer and provider incentives.
- 5. Structural shifts in care delivery and patient engagement**
Care is moving beyond traditional settings toward home-based, virtual, and consumer-driven models, requiring new approaches to engagement, monitoring, and coordination.

Recurring Takeaways

- AI adoption will occur in stages, with near-term value in targeted use cases rather than system-wide transformation.
- Successful companies align technology with viable business models and real economic incentives.
- Regulatory consistency and clearer reimbursement pathways are critical to scaling innovation.
- Consumer engagement is increasing, with more direct-to-consumer and personalized care models emerging.
- Ecosystem collaboration, particularly with incumbents, remains essential for long-term success.

Executive Overview..... 2

Venture Trends in Digital Health: Navigating a Reset Market..... 4

Long-Term Healthcare Investment Outlook: AI, Care Delivery Shifts, and the Role of Consumers..... 5

Healthcare Investment Trends: Capital Concentration, AI Momentum, and the Rise of Women’s Health. 6

Disruptive Innovators: What Makes a Successful Founder 7

AI Regulation and Compliance in Digital Health: What to Watch For Now 8

Improving Patient-Physician Communication with AI-Driven Support..... 9

Key Themes in Digital Health Innovation: Collaboration, Focus, and Measured AI Adoption 10

Venture Trends in Digital Health: Navigating a Reset Market

[Full Video Here](#)

Josh Seidenfeld, Corporate Partner and Chair, Healthcare Practice, Cooley

The speaker outlined the continued reset in venture capital markets following the peak funding period of 2021–2022. Deal volume and total capital raised have declined overall, reflecting increased scrutiny from investors and more disciplined capital deployment. (00:01:25–00:01:59)

Despite this correction, early-stage activity has shown resilience, with modest increases in both deal volume and capital raised quarter over quarter. Seed and Series A financings remain relatively stable in structure, though investors are securing larger ownership stakes in what has become a more favorable buyer environment. (00:02:24–00:04:40)

Later-stage financing tells a different story, with significant declines in Series C deal volume and valuations. Many companies that raised capital at peak valuations are now adjusting expectations through down rounds or recapitalizations, often accompanied by more complex deal structures. (00:05:04–00:07:02)

The presentation emphasized that structured deals, including warrants, tranches, and performance-based adjustments, are increasingly common. These approaches allow investors and founders to bridge valuation gaps, but require a clear understanding of business fundamentals and confidence in execution. (00:09:02–00:10:44)

Key Takeaways

- Market correction has reduced deal volume and valuations, especially at later stages.
- Early-stage funding remains active, with stable terms but increased investor ownership.
- Down rounds and recapitalizations are more common as companies reset valuations.
- Structured deal terms are rising, requiring founders to align financing with business confidence.

Long-Term Healthcare Investment Outlook: AI, Care Delivery Shifts, and the Role of Consumers

[Full Video Here](#)

Panelists: **Robert Garber**, 7wifeVentires (Moderator); **Jessica Zeaske, PhD.**, Echo Health Ventures; **Katerina Fialkovskaya**, Philips Ventures; **Brenton Fagnoli, MD**, Lightspeed Venture Partners; **Keith Figlioli**, LRVHealth

The panel reflected on how regulatory frameworks and past initiatives, including Meaningful Use and the 21st Century Cures Act, have laid the foundation for current innovation in healthcare. These efforts enabled greater data access and interoperability, which are critical to supporting the next wave of AI-driven and technology-enabled transformation. (00:04:16–00:05:19)

Panelists emphasized that regulatory and reimbursement uncertainty remain major barriers, particularly as AI begins to scale. While AI shows strong promise across administrative and clinical use cases, gaps in policy, payment models, and trust must be addressed before broader adoption can occur. (00:06:26–00:07:47)

Several discussions focused on structural shifts in care delivery, including movement toward home-based care, new therapeutic models, and evolving site-of-service strategies. Advances in pharmaceuticals, digital health, and AI are expected to fundamentally reshape how and where care is delivered over the next decade. (00:13:34–00:15:56)

The panel also highlighted the growing role of the consumer, with increasing adoption of direct-to-consumer models, AI-driven tools, and personalized experiences. While incumbents remain central to the ecosystem, successful innovation will require collaboration alongside new, more agile entrants and evolving business models. (00:17:55–00:20:21)

Key Takeaways

- Regulatory foundations have enabled innovation, but uncertainty remains a key barrier.
- AI is a major driver of change but requires alignment across policy, reimbursement, and trust.
- Care delivery is shifting toward home-based, personalized, and technology-enabled models.
- Consumer engagement and ecosystem partnerships will shape the future of healthcare innovation.

Healthcare Investment Trends: Capital Concentration, AI Momentum, and the Rise of Women’s Health

[Full Video Here](#)

Adam Tweedy, Head of Investor Coverage, Life Sciences and Healthcare, SVB

The speaker presented an overview of current healthcare investment trends, noting a modest recovery in fundraising following the 2021 peak. Total investment increased year over year, though capital is becoming more concentrated in larger funds, with emerging managers facing a more challenging fundraising environment due to constrained exits and increased competition for limited partner capital. (00:00:00–00:01:30)

Healthcare investment activity remains steady, with strong early 2025 performance driven in part by large financing rounds. Health tech investment is rebounding, though a small number of high-quality companies are attracting the majority of capital, creating a “haves and have-nots” dynamic across the market. (00:01:30–00:02:53)

AI continues to dominate investment priorities, accounting for a significant share of health tech funding and driving increased valuations, particularly at early stages. At the same time, investors are showing growing selectivity, with trends such as point solution fatigue and a shift toward scalable, platform-based models. (00:04:25–00:05:56)

The presentation also highlighted women’s health as a rapidly expanding investment category, with record funding levels and broader definitions of the sector unlocking additional opportunities. Expanding the scope beyond traditional categories reveals a much larger addressable market and growing investor confidence. (00:10:44–00:12:19)

Key Takeaways

- Healthcare funding is stabilizing but increasingly concentrated in top-tier funds and companies.
- AI is a primary driver of investment and valuation growth in health tech.
- Investors are prioritizing scalable platforms over fragmented point solutions.
- Women’s health is emerging as a major, expanding investment category with strong momentum.

Disruptive Innovators: What Makes a Successful Founder

[Full Video Here](#)

Panelists: **Michelle Snyder**, McKesson Ventures (Moderator); **Rushika Fernandopulle, MD, MPP**, Harvard Medical School; **Megann Vaughn Watters**, Labcorp; **Julian Harris, MD**, Deerfield Management, **Julia Hu**, Lark

The panel explored the realities of building successful digital health companies, emphasizing that true disruption in healthcare is often constrained by regulatory and reimbursement structures. Rather than rapid disruption, most innovation takes the form of targeted transformation that works within existing systems while gradually shifting them. (00:05:16–00:07:17)

Speakers highlighted that while strong ideas are abundant, the key challenge is developing sustainable business models that align with how healthcare is paid for. Many companies succeed only after multiple pivots in go-to-market strategy, often over long time horizons, as they adapt to changing market conditions and reimbursement pathways. (00:11:16–00:16:35)

The importance of team, culture, and mission-driven leadership was a consistent theme, with panelists noting that strong organizations prioritize people first, enabling better customer outcomes and long-term success. Building the right culture requires intentionality, especially in distributed environments, and is critical for navigating the inevitable challenges of scaling. (00:22:16–00:23:50)

Investors emphasized evaluating not just current market opportunities but future relevance, focusing on teams that can adapt over time and collaborate effectively across the healthcare ecosystem. Differentiation, strategic partnerships, and the ability to evolve alongside the market are key indicators of long-term success. (00:17:53–00:21:35)

Key Takeaways

- Healthcare innovation is more often transformational than purely disruptive.
- Sustainable business models are harder to build than the underlying technology.
- Successful companies evolve through pivots in strategy, market, and execution.
- Strong culture and mission-driven teams are critical to long-term success.

AI Regulation and Compliance in Digital Health: What to Watch For Now

[Full Video Here](#)

Andrea Linna, Partner, Wilson Sonsini

The speaker provided an overview of the rapidly evolving regulatory landscape for AI in healthcare, highlighting differences between federal and state approaches. Federal guidance has focused on transparency, anti-discrimination, and data privacy, while recent policy direction signals a potential shift toward deregulation and limits on state-level oversight. (00:02:27–00:03:54)

At the state level, a fragmented patchwork of laws is emerging, requiring companies to assess compliance across each jurisdiction where they operate. Many of these laws are already in effect or will be soon, making proactive audits essential for organizations deploying AI in healthcare settings. (00:04:02–00:05:02)

The presentation emphasized heightened enforcement around healthcare fraud, waste, and abuse, particularly for companies billing Medicare and Medicaid. Strong compliance programs, governance structures, and board-level oversight are increasingly critical as regulators prioritize large enforcement actions. (00:05:02–00:06:25)

Corporate practice of medicine structures are also under increased scrutiny, with new legislative proposals and legal challenges potentially reshaping long-standing models used by digital health and private equity-backed companies. Additional uncertainty remains around telemedicine prescribing rules as federal waivers near expiration and state-level requirements continue to vary. (00:06:25–00:10:30)

Key Takeaways

- Federal and state AI regulations are diverging, creating compliance complexity.
- State-by-state audits are essential for companies using AI in healthcare.
- Enforcement of fraud, waste, and abuse laws is increasing, especially for reimbursed services.
- Corporate practice and telemedicine rules are evolving and may impact business models.

Improving Patient-Physician Communication with AI-Driven Support

[Full Video Here](#)

Fred Bennett, CEO and Founder, Patient Talker

The speaker highlighted the significant impact of poor communication between patients and physicians, linking it directly to medication non-adherence, increased hospitalizations, and reduced quality of life. Research suggests that inadequate communication is a primary driver of non-adherence, representing a major clinical and economic burden. (00:00:26–00:00:58)

He described the patient experience as inherently challenging, particularly when individuals are unwell, overwhelmed, or facing serious diagnoses. Short appointment times, complex medical terminology, and emotional stress often prevent patients from fully understanding or retaining critical information shared during visits. (00:01:09–00:01:51)

The proposed solution spans the full patient journey, supporting preparation before visits, reducing friction during appointments through recording and summarization, and reinforcing understanding afterward using health literacy and behavioral science principles. This approach aims to empower patients to engage more effectively in their care. (00:01:51–00:03:01)

Unlike clinician-focused ambient documentation tools, the platform is designed specifically for patients, emphasizing accessible language and usability. The model also creates opportunities to generate real-world evidence from patient interactions, helping measure improvements in recall, adherence, and outcomes over time. (00:03:17–00:05:12)

Key Takeaways

- Poor patient-physician communication is a major driver of non-adherence and outcomes.
- Patients often struggle to process and retain information during clinical visits.
- End-to-end support before, during, and after visits can improve engagement and understanding.
- Patient-focused AI tools can generate insights to measure and improve real-world outcomes.

Key Themes in Digital Health Innovation: Collaboration, Focus, and Measured AI Adoption

[Full Video Here](#)

Gil Addo, Co-Chair, Digital Healthcare Innovation Summit

The speaker closed the event by reflecting on key themes emerging across discussions, emphasizing that healthcare innovation should focus on transformation within specific segments rather than broad disruption. Founders and investors highlighted the importance of targeting defined problem areas to drive meaningful, scalable change. (00:01:08–00:02:06)

Investor perspectives reinforced the need for long-term thinking, particularly around the adoption of AI in healthcare. While enthusiasm for AI remains high, expectations are becoming more measured, with a growing emphasis on practical applications and effective human-machine collaboration. (00:02:06–00:02:47)

Discussions also underscored the urgency of innovation in healthcare, with leaders calling for faster action to address persistent challenges. At the same time, sectors such as women’s health and Medicaid were highlighted as resilient areas with continued opportunity despite broader market pressures. (00:02:47–00:03:48)

The event reinforced the importance of ongoing collaboration across stakeholders, encouraging continued dialogue beyond the conference to advance innovation and improve healthcare outcomes. (00:03:48–00:04:12)

Key Takeaways

- Healthcare innovation should focus on targeted transformation, not broad disruption.
- AI adoption is progressing with strong interest but more realistic expectations.
- Urgency is required to address persistent healthcare challenges.
- Collaboration across stakeholders is essential to drive sustained innovation.