



Aestimo Limited joins Nairobi Garage

As part of its ongoing global strategy to enable the development of socially impacting and applicable health solutions Aestimo has joined Nairobi Garage; an incubator that can facilitate African and non-African entrepreneurs develop healthcare solutions that can benefit patients and stakeholders equally.

The African healthcare marketplace value is speculated to reach over \$260Bn by 2030, within which digital health solutions are poised to provide value for all. In a marketplace in which disruptive innovations are unlikely to be of benefit, and therefore need to focus on large-scale high impact low tech deployment, innovators that are looking for the lowest infrastructure tech-highest health care infrastructure benefit are likely to create globally impacting solutions.

In the ecosystem that Aestimo has designed, generated and is implementing, involving innovators, regulatory specialists and the highest quality evidence generators for reimbursement in digital health with worldwide application, the aim is simple; generate the highest quality digital health solutions that healthcare systems will pay for.

The positioning of Aestimo now includes its presence in Ireland, collaboration with two UK entities that specialise in early stage global innovation, fund raising (dilutive and non dilutive) and market reimbursement, while being NICE META facilitators, its presence in Barcelona Health Hub and its presence at the Nairobi Garage.

Within this ecosystem, Aestimo will be looking to work with Kenyan and African digital health innovators to identify applicable solutions that can address healthcare management issues on the African continent that can be imported, while simultaneously evaluating solutions developed for the African continent that can be applied in external markets.

In light of the fragmentation of the IT infrastructure for healthcare that spans primary to tertiary systems and every other actor in the patient care ecosystem, those innovators that develop solutions with the largest global application, reimbursement potential and impact are going to define healthcare solutions for the next two centuries.

With this perspective and independent of the innovators location, Aestimo is providing unique support to global Digital Health Technology (DHT) product developers, with a specific focus on:

- Evidence gap analysis for global market reimbursement based on HTA standards
- Support for generating required evidence for reimbursement
- Regulatory support and advice
- Pipeline valuation and optimisation
- Product design to launch assessment
- International market valuations
- International market strategies and feasibility studies
- Non-dilutable fundraising support that can be used globally

To enable the DHT developer to integrate market access into innovation design for maximum value creation.

This is pulled together in a dedicated '*DHT SME long term collaborative package*' for those entities developing Tier3a and Tier3b DHT products, that need to generate high quality specific regulatory and

reimbursement data prior to market release, and ideally generate quality enough evidence to permit multiple market simultaneous entrance, globally. For the Barcelona digital health community, the provision of this package is facilitated by one of the company Directors being located in Barcelona.

About Aestimo limited:

Aestimo integrates late stage healthcare product launch, reimbursement and Health Technology Assessments with early stage innovation development in global markets to generate and facilitate implementable strategies that maximise value for all stakeholders. Based in Ireland, it provides comprehensive high-technology-innovation value-maximisation strategies for global stakeholders in life science research, by integrating HTA/Reimbursement with the complete innovation development and validation cycle.

For more information on Aestimo, please visit: www.aestimo.ie

For more information on Nairobi Garage, please visit: <https://nairobigarage.com/magazine/>