



**Website:** [www.stel.life](http://www.stel.life)  
**Address:** 3401 Market Street,  
Suite 200, Philadelphia, PA 19104  
**Year Founded:** 2016

### **Company Summary:**

Stel's mission is to simplify digital health infrastructure for patients, care teams, and digital health companies.

As we move forward, who do we risk leaving behind? The pandemic has exposed the current reality of the digital divide. 43% of lower income Americans lack broadband + 60% of medical facilities (outside of metropolitan areas lack broadband). 41% of Medicare beneficiaries lack smartphones. Even with access, patients must manage passwords and security - last year, Knightscope revealed 100% of top 30 Health Apps were hacked. As Patients and Care Teams evolve the standard of care to the home, common barriers emerge around complexity with access, usability, security, and supply chain. Stel's proprietary technology simplifies these complexities, so Patients and Care Teams have confidence to adopt the new normal of care. Health Systems can count on Stel to support patients across the entire care continuum with multiple specialty companies in Hospital at Home, Transition of Care, Chronic Condition Management, and Wellness.

Stel is over fifteen employees, minority-owned, and diverse. The team includes three women leaders, three over the age of 55. Stel's institutional investors include: Bloomberg Beta, DreamIt, Social Capital, and Graph Ventures.

### **Product Overview:**

Stel's patented "Passive and Secure Health Device Connectivity" allows patients to connect with their care team without requiring Wi-Fi, smartphones, or tech-literacy. Patients simply take their vitals within 100-ft of any smart IoT Hub running Stel's Operating (ex. Stel's Cellular+Bluetooth Hub, Amazon Echos, Routers), and Stel will securely transmit the measurement to the patient's Electronic Health Records (EHR) and/or care team's preferred digital health platform. Stel is a push only system and takes no-PHI or customer data in this process. Throughout the pandemic, Stel has supported thousands of vulnerable patients experiencing the digital divide or challenging social determinants of health.

Joining Stel's ecosystem provides vitals device manufacturers a simpler and accessible standard to better commercialize their product. Stel has hundreds of popular and specialty devices in their ecosystem. Stel is trusted by new devices to help meet required data/security standards in order to come to market. Stel handles the extra overhead allowing manufacturers to innovate on sophisticated sensors in wearable, ingested, implantable sensing. Stel Vitals Hub is FDA listed as a Medical Device Data System (MDDS), and runs on Hubs that are Trade Agreements Act (TAA) compliant.

### **Stel Differentiators:**

**Performance:** Stel has transmitted millions of vitals measures from vulnerable patients to care teams (right into their EHR or preferred Care Platform). Patients have tested Stel without issues in remote areas (where their phones failed), such as: cruises, the Mojave desert, the volcanoes of Hawaii, and all over.

**Supply Chain Robustness - extensive ecosystem and rapid device Integrations:** Requested device integrations are completed in record time. Clinicians were able to manage supply chain pressures, because of Stel's extensive device ecosystem and speed to integrate new devices. Customers were able to find new devices sourced from their local pharmacies and Stel was able to rapidly add those devices to the Stel Ecosystem. Stel's record was 4 devices integrated overnight.

**Specialty Device Integrations:** Stel's supported devices include lab quality home-blood tests to implantable devices.

**EHR and Digital Health Integrations:** Because of Stel's No-PHI flows, Health Systems were able to streamline IT and legal review to complete EHR integration within days.

**Specialty team of Clinical Executives:** Stel is proud of their leadership team consisting of former Health System Presidents, Safety, and Operational leaders. Their experiences combined with access to user groups allows new Stel customers to quickly scale pilots into sustainable RPM programs.

### **Recent Industry Accolades:**

American Telemedicine Association (ATA) - Top Innovator Award  
American Telemedicine Association (ATA) - Best Patient Experience Award  
AviaConnect - Top Remote Monitoring Companies  
PrimeHealth - Governor's award  
PrimeHealth - People's Choice  
Nordic Semiconductor WhitePaper