



Entrepreneurship for  
Commercialization of  
Health Opportunities



**ECHO 2025-2026**

# Bridging the Translational Gap for Health Innovations

**APPLY  
NOW**





Entrepreneurship for  
Commercialization of  
Health Opportunities

**ECHO is a national  
entrepreneurship training and  
mentorship program designed  
to bridge the translational  
gap for health innovations.**

---

Led by the Temerty Faculty of Medicine at the University of Toronto, the ECHO program is funded and organized in a partnership with the Translational Biology & Engineering Program at the Ted Rogers Centre for Heart Research.



TEMERTY FACULTY OF MEDICINE  
UNIVERSITY OF TORONTO



TED ROGERS CENTRE  
FOR HEART RESEARCH





# About ECHO

Founded in 2018, ECHO is a 12-month online training program with the main objectives to:

- (1) Provide entrepreneurship training, mentorship, partnership and funding opportunities for innovators of health technologies.**
- (2) Support the creation and growth of high-impact health-focused startups.**
- (3) Accelerate the translation of health innovations from the bench to the bedside.**

ECHO is comprised of a unique combination of five complementary modules:



1

Principles of  
Entrepreneurship



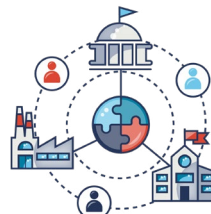
2

Health Venture  
Rounds



3

Lessons  
from Leaders



4

Community  
of Mentors



5

Ignite Startup  
Funding



# 2018-2025 HIGHLIGHTS

## ECHO PARTICIPANTS

178

Members

69

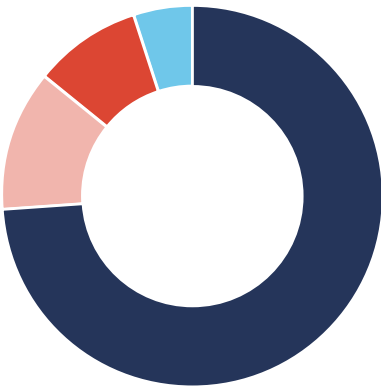
Ventures

7

Cohorts



- 34% GRADUATE STUDENT
- 27% OTHER
- 13% CLINICAL/POSTDOCTORAL FELLOW
- 11% CLINICIAN
- 8% RESEARCH SCIENTIST
- 7% UNIVERSITY FACULTY



- 74% TORONTO
- 12% REST OF ONTARIO
- 9% OTHER CANADIAN PROVINCES
- 5% OUTSIDE OF CANADA

\*EXPANDED TO A NATIONAL PROGRAM IN FALL 2020

## ECHO MENTORS & FACILITATORS

141 Mentors

187 Workshops

39 Webinars



- 36% MEDTECH/BIOTECH COMPANY
- 23% UNIVERSITY/HOSPITAL
- 14% NOT-FOR-PROFIT/GOVERNMENT
- 11% ACCELERATOR/INCUBATOR/TTO
- 9% INVESTMENT FIRM
- 7% CONSULTING FIRM

## Module 1.

# PRINCIPLES OF ENTREPRENEURSHIP

October - December 2025

### Corporate Governance

Corporate governance involves a set of relationships between a company's management, its board, its shareholders and other stakeholders. Corporate governance also provides the structure through which the objectives of the company are set, and the means of attaining those objectives and monitoring performance are determined. Good corporate governance should provide proper incentives for the board and management to pursue objectives that are in the interests of the company and its shareholders and should facilitate effective monitoring.

OECD, Principles of Corporate Governance, 2004

NRF

7 | Founders, Funding and Finance

A series of experiential sessions from the MaRS Entrepreneur's Toolkit Workshops, led by veteran entrepreneurs. These workshops cover fundamental entrepreneurship principles, including value proposition, business model, financial fundamentals, marketing and communication, and pitching to investors.

1

## Value Proposition

2 sessions

Apply the Lean Startup approach to validate problems and ideas with potential customers. Craft a compelling value proposition through structured customer discovery.

2

## Business Model

2 sessions

Develop a sustainable business model for your new venture and a process for validating the model.

3

## Finance Fundamentals

1 session

Develop effective pricing strategies for a medical company and build a cash flow forecast to support informed financial decision-making and future growth.

4

## MarCom Toolkit

2 sessions

Build a cost-effective, high-impact marketing and communications strategy to connect with your target customers and drive growth.

5

## Pitching to Investors

2 sessions

Learn how to build and deliver a powerful pitch to attract investors and key stakeholders!



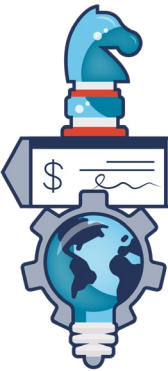


## Module 2.

# HEALTH VENTURE ROUNDS

January - June 2026

A series of interactive workshops designed to equip early-stage startups with the specialized knowledge required to navigate the complexities of health innovation and commercialization. The curriculum spans critical domains including market research; legal essentials; product development; safety, compliance and clinical readiness; health economics and market access; and funding strategy and stakeholder engagement. The sessions are facilitated by a diverse group of subject matter experts and experienced consultants.





## Market Research

1. Market Research Resources

## Legal Essentials

2. Corporate Finance & Governance
3. Patents & IP

## Product Development

4. Product Development Fundamentals 1
5. Product Development Fundamentals 2

## Safety, Compliance and Clinical Readiness

6. Regulatory Requirements 1
7. Regulatory Requirements 2
8. Clinical Trial Planning & Execution
9. Quality Management Systems Essentials

## Health Economics and Market Access

10. Health Technology Assessment
11. Reimbursement Strategies

## Funding Strategy and Stakeholder Engagement

12. Government Funding & Resources for Entrepreneurs
13. Investor Perspectives on Health Startups
14. Engaging People with Lived Experience

## Module 3.

# LESSONS FROM LEADERS

January - June 2026

A webinar series featuring successful entrepreneurs and business leaders who share their firsthand experiences in commercializing technologies within the health sector.



### The webinars feature:



The story of how the company was founded



An overview of their technologies/products and the problems they are solving and are working to solve through their innovations



The uniqueness of their team and company culture/philosophy



Funding and partnerships that have been pivotal to their success



The company's progress to date



The company's short and long-term goals



Challenges and big lessons learned in leading a successful company



Our speakers represent a diverse range of companies, from early-stage startups to late-stage commercial ventures. They develop products across various sectors, including medical devices, software as a medical device (SaMD), drugs, and cell and gene therapies.

## Past Speakers

7D Surgical  
Acorai  
Alleviant  
AmacaThera  
Ananda Devices  
ARMA Biosciences  
Aspect Biosystems  
Axolotl Biosciences  
BlueRock Therapeutics  
BoutIQ Solutions  
Cohesys  
Conavi  
Endotronix  
Fibrocor  
Interface Biologics  
JVP Labs  
Kento Health  
Matrizyme  
Medchart

Medly  
MindMics  
Morphocell Technologies  
Movn Health  
Myant  
Nanowear  
Neuroene Therapeutics  
Notch Therapeutics  
Pearko Therapeutics  
Phenomic AI  
Qanatpharma  
Ripple Therapeutics  
SafeBeat  
SiNON Nano Sciences  
Sotera Digital Health  
SoundBite Medical Solutions  
Tara Biosystems  
ViTAA Medical Solutions  
XII Medical

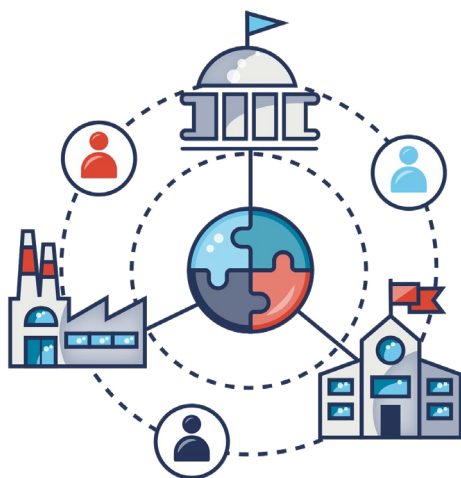


## Module 4.

# COMMUNITY OF MENTORS

All ventures selected through the ECHO program are required to become clients of the Health Innovation Hub (H2i), Temerty Medicine's health accelerator. As H2i clients, ventures gain access to a comprehensive suite of resources. To learn more, visit [h2i.utoronto.ca](https://h2i.utoronto.ca)

In addition, ECHO ventures will participate in ECHO Accelerate sessions - interactive round table discussions that explore key challenges and topics relevant to early-stage health startups.



- Network of multi-sectoral advisors
- Peer-to-peer mentorship by H2i startups
- Quarterly meetings with lead H2i mentor
- H2i events
- Professional funding
- University of Toronto library and market research resources



**248**  
**Client**  
**Companies**

**164**  
**Mentors**  
**Engaged**

**\$122.5M**  
**Dollars**  
**Generated\***



## **ECHO Accelerera**



**Networking &  
Collaboration  
(Winter)**



**Business Model  
(Spring)**



**External Funding &  
Commercialization  
Milestones (Summer)**



## Module 5.

# IGNITE STARTUP FUNDING

July - October 2026

The program culminates in pitch training, coaching sessions and ECHO PITCH 2026, a public pitch competition co-hosted by Temerty Medicine and the Ted Rogers Centre. ECHO PITCH will feature two competitive funding streams:

- (1) **Cardiovascular Stream:** Open exclusively to cardiovascular ventures enrolled in the ECHO program.  
Award: \$100,000.
- (2) **General Health Stream:** Open exclusively to health ventures in non-cardiovascular fields enrolled in the ECHO program.  
Award: \$100,000.

**First Round Pitch**

**1:1 Mentorship**

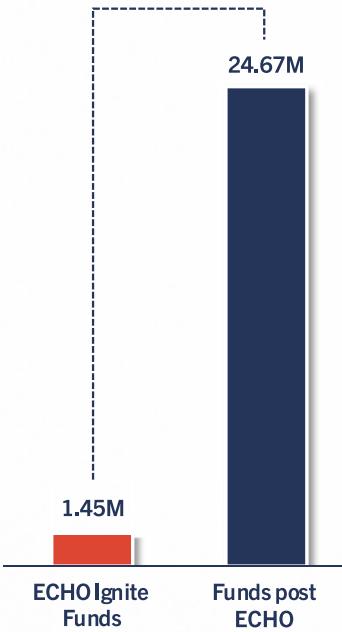
- Go-to-Market Strategy
- Pitch Training
- Speaker Coaching

**Ignite Grant Application**



# Winners' Stats

ROI ~ 17



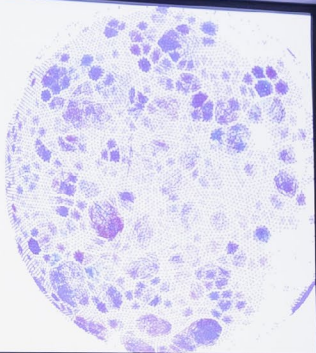
ECHO  
PITCH





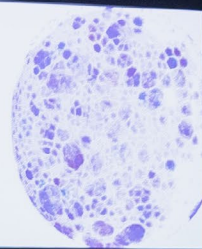
Decoding Biology  
To Radically  
Improve Lives

October 11, 2023  
Recursion



Decoding Biology  
To Radically  
Improve Lives






October 11, 2023  
Recursion





# ECHO Program Details

## Program Timeline

	Q4 2025	Q1 2026	Q2 2026	Q3 2026
PRINCIPLES OF ENTREPRENEURSHIP	 <b>Module 1</b> Oct-Dec			
HEALTH VENTURE ROUNDS	 <b>Module 2</b> Jan-Jun			
LESSONS FROM LEADERS	 <b>Module 3</b> Jan-Jun			
COMMUNITY OF MENTORS	 <b>Module 4</b> Oct-Oct			
IGNITE STARTUP FUNDING	 <b>Module 5</b> Jul-Oct			

## ELIGIBILITY

Interested applicants can apply to the ECHO program through one of two distinct streams:

- **Cardiovascular Stream:** Open to Canada-based researchers, scientists, clinicians, trainees or entrepreneurs developing cardiovascular technologies.
- **General Health Stream:** Open to researchers, scientists and trainees developing health technologies outside the cardiovascular field. Applicants must either hold a primary appointment at the Temerty Faculty of Medicine or be supervised by a faculty member with a primary appointment at Temerty Medicine.

## PROGRAM REQUIREMENTS

Ventures accepted into the ECHO Program are required to:

- Participate in each program module for 12 months beginning October 2025
- Attend a minimum of 80% of the program's virtual workshops and webinars
- Become an H2i member and engage with H2i mentors
- Participate in ECHO PITCH 2026, the final pitch competition, for the opportunity to win startup funding

## COMPETITIVE ENROLLMENT PROCESS

### Application

Please submit completed application forms by **11:59 p.m. ET on Sunday, August 17, 2025.**

### Interviews

Interviews will commence September 2025 for select applicants. The program begins October 2025.

*Limited space available - apply now!*

Please visit <https://rhse.temertymedicine.utoronto.ca/echo> for instructions and forms.



**Entrepreneurship for  
Commercialization of  
Health Opportunities**

For more information on the ECHO program, please contact  
Soror Sharifpoor: [soror.sharifpoor@utoronto.ca](mailto:soror.sharifpoor@utoronto.ca)

---

**Led by the Temerty Faculty of Medicine at the University of Toronto, the ECHO program is funded and organized in a partnership with the Translational Biology & Engineering Program at the Ted Rogers Centre for Heart Research.**

The Temerty Faculty of Medicine is the largest and top-ranked faculty of medicine in Canada, spanning the fundamental health sciences, clinical medicine, rehabilitation sciences, translational research and health systems. H2i is Temerty Medicine's accelerator facilitating the commercialization of health matters.

The Translational Biology and Engineering Program is the University of Toronto component of the Ted Rogers Centre for Heart Research, focused on heart failure research across the lifespan.



**TEMERTY FACULTY OF MEDICINE  
UNIVERSITY OF TORONTO**

