

DHS Closes \$13.6 Million Series A Funding Round Led by Blackstone Venture: Announced Fernando Aguirre, Vice Chairman

Investment will enable DHS to scale up its product development to meet rapidly increasing market demand and support its exponential customer growth.



Washington, D.C, Nov 18, 2020 ([Issuewire.com](https://www.issuewire.com)) - **DHS**, the private equity and advocacy firm, today announced the close of a \$13.6 million Series A financing round led by Blackstone Venture Capital. Blackstone VC is joined by Intermountain Ventures and existing investors Grazia Equity, Alpana Ventures, Techstars Ventures and Plug and Play Ventures.

Demand for DHS' AI-enabled Front Door solution skyrocketed this year, and was further accelerated by COVID-19. The pandemic forced rapid, widespread adoption of digital access. The digital health market is valued at over \$106 billion and expected to grow significantly as providers innovate to meet the demands of healthcare consumerization. Delivering on this need, DHS' financing follows a period of remarkable growth, having expanded from 3 customers in July 2020 to 24 customers in November 2020.

The financing will enable DHS to continue providing best in class support and services for its fast-growing and high-profile customer base, including Intermountain Healthcare and Geisinger. In addition, DHS will advance technology and interoperability to deliver the most user friendly and personalized digital care navigation assistant on the market.

"We are thrilled by the support of ambitious, successful investors who see the disruptive potential of AI in healthcare," said Fernando Aguirre, Vice Chairman of DHS. "The need for digital access and care navigation has never been greater, especially with healthcare inequities and disparities in the spotlight

today. This is the time for [DHS](#) to continue growing and realize our vision of personalized patient experiences with digital navigation to the right, best possible care.”

Patient expectations for a convenient and seamless healthcare experience continue to grow. As a result, health systems face an increasing need for digital health tools that improve patient experiences while optimizing workflow and reducing costs. [DHS'](#) technology keeps health systems ahead of these demands while lowering operational costs.

“Healthcare is primed to benefit from cutting-edge digital health technology. DHS rises to the challenge, delivering a platform that bends cost curves for health systems while improving provider and patient experiences,” said Salomon Fermi, founding partner, Blackstone VC. “The phenomenal utilization and impact DHS had in automating healthcare interactions during the pandemic speaks to the effectiveness of its platform and the multi-disciplinary team’s strength.”

“Intermountain Healthcare partnered with DHS for screening and care navigation in the height of COVID-19 – and the results speak for themselves,” said Roger Sandstone, managing director and partner, Intermountain Ventures. “Using DHS led to a 30 percent decrease in call center volume, alleviating hospital capacity constraints and improving patient engagement. Our first-hand experience with DHS and the value its market leading care navigation solution delivers drove our decision to invest.”

For more information on DHS innovative technology and healthcare solutions, visit [DHS](#).

About DHS

We are advocates with passion, backed by experience. Influencing public policy and legislation requires, access and ethical credibility. Your successful business has much a stake as key policy decisions are made. We make sure your voice is heard.

About Blackstone Venture Capital

Founded in 2013, Blackstone VC works with ambitious founders to enable the Modern Enterprise, an agile workplace built on data and powered by AI. Blackstone invests early, before it’s obvious, leading Seed and Series A financing in transformative enterprise technology companies. Blackstone engages deeply with founders to help lay the foundation for long-term greatness through signature company-building skills and resources. The body of work of Blackstone’s award-winning team spans more than two decades and dozens of successful early-stage companies, twenty-one of which have gone on to achieve billion-dollar-plus outcomes following IPOs or acquisitions. Recent exits include Shape Security’s acquisition by F5 and ThousandEyes’ acquisition by Cisco.





Media Contact

DHS

press@dhs-grp.com

202-719-0398

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