

Semble, enhancing every patient interaction

As part of our quick founder questions series – or QFQs – we spoke to Christoph Lippuner, CEO & cofounder of Semble about reducing the administrative burden on medical professionals, elevating patient care and the value of an empowered team.

Temps de lecture : minute

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I co-founded Semble in 2018, alongside my close friend Mikael Landau after successfully exiting our previous startup (Orogo). Having witnessed firsthand the challenges in the healthcare sector, we founded Semble with the conviction that reducing the administrative burden on medical professionals and fostering a more connected ecosystem would lead to better patient outcomes.

Tell us about the business – what it is, what it aims to achieve, who you work with, how you reach customers and so on?

Semble is an integrated clinical system for healthcare businesses, designed to elevate patient care by alleviating the administrative burden healthcare professionals face. We're on a mission to amplify the impact of healthcare professionals, enhancing operational efficiencies, speeding up medical and admin tasks, improving interoperability and unlocking the power of data for the healthcare industry.

Our team has grown to over 80 people, with more than half focused on product development. Our customers range from individual clinicians to

large healthcare organisations, reflecting the diverse needs we serve. Word-of-mouth is incredibly powerful in healthcare, as professionals regularly share valuable tools with one another. This organic, peer-to-peer recommendation has become a key driver of our business, complementing our demand generation efforts.

How has the business evolved since its launch?

Since our launch, we have experienced rapid growth. I'm proud to say that our platform is now used by over 10,000 healthcare professionals across more than 70 specialties. We are a market leader amongst independent clinics and are continually being adopted by more and more larger operations as they seek ways to enhance efficiency and integrate their systems with an agile solution.

Tell us about the working culture at Semble

Our culture is the thing I'm proudest of - it's the foundation of everything we do. I am also deeply convinced that culture is the backbone of a company's success. In a nutshell, our culture is deeply rooted in respect, individuality, and empowerment. We're a diverse team, and we celebrate everyone's unique perspectives, creating a safe space where people feel they can truly be themselves. This isn't just a feel-good environment, safe does not mean comfortable; it's a place where ownership and transparency are core values. We're all aligned with clear objectives and a powerful mission, and that shared purpose brings us together.

How are you funded?

We're a VC-backed company. In October 2024, we raised \$15M (£12M) in a Series B funding round led by Mercia Ventures- one of the UK's most

reputable venture capital investors. The round also had participation from Octopus Ventures, Smedvig Ventures and Triple Point. This latest Series B round brings the total raised to \$27M to date.

What has been your biggest challenge so far and how have you overcome this?

When we launched, health tech wasn't receiving the kind of investor attention it does today, and with our non-healthcare background, there was skepticism about our ability to connect with healthcare professionals. We had to be deeply convinced of our vision and push forward despite these doubts. Looking back, overcoming these challenges has strengthened both the business and my own resilience, allowing us to grow confidently and stay committed to our goals. Our non-healthcare background ultimately became an asset. It enabled us to bring a fresh perspective and innovative solutions to the market. By dedicating significant time to listening to healthcare professionals, we created a product that truly meets their needs.

How does Semble answer an unmet need?

In the UK, the current healthcare system relies on outdated technology to function, with a report from the British Medical Association estimating that doctors in England lose 13.5 million working hours a year to inadequate IT systems. We're on a mission to change this through our all-in-one clinical system which enables healthcare businesses to automate tasks, while providing secure patient data exchange by integrating with third-party systems, such as hospitals, laboratories and pharmacies. This allows for greater adaptability in the delivery of patient care.

What's in store for the future?

There is so much to be done in healthcare and that is what excites us all at Semble. Our number one ambition is to impact as many healthcare professionals as possible and ultimately contribute to positive patient outcomes. It is all about the positive impact on healthcare! This is the reason why we started to take Semble international, beginning with our first new market, France. We are also working with larger and more complex organisations in the UK making a difference across the entire ecosystem.

On the product side of things, we will continue to invest heavily in workflow automation and integrations, positioning Semble at the forefront of AI-driven solutions, and ultimately creating a more connected healthcare ecosystem.

What one piece of advice would you give other founders or future founders?

One piece of advice I'd give to other founders is to have unwavering perseverance. Believing in what you're doing is essential, but the journey requires constant resilience and determination. Alongside that, it's important to balance conviction with self-awareness. Having a clear vision is key, but so is being flexible in how you reach that goal. Adaptability can make all the difference as you navigate challenges and setbacks. Embrace setbacks!

Another valuable piece of advice that helped me early on is to seek out as much feedback as possible. Sometimes, especially as a first-time founder, you might feel protective over your idea, fearing that someone will copy it. But the truth is, the insights you gain from feedback far outweigh that risk, and chances are, others are already working on similar ideas.

And finally, a more personal question! What's your daily routine and the rules you're living by at the moment?

I have three amazing daughters, so having breakfast with them and my wonderful wife is an important part of my morning routine whenever I'm home. It's a special time to connect before the day gets busy. I also rely on a good amount of coffee to get going in the morning! Beyond that, I try to carve out some time each day for a walk or a yoga class to recharge.

Christoph Lippuner is the CEO & cofounder of [Semble](#).



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