Health

Health sector leads in AI startup collaborations to boost capabilities

The Health sector stands out in its determination to partner with AI startups as a means of addressing internal capability gaps.

While most sectors aim to explore new solutions, Health organisations primarily seek access to AI expertise (58%) and to address their lack of internal expertise (34%), which is higher than any other industry.

While only 68% of Health organisations have participated in Open Innovation collaborations in the past two years, 77% consider it crucial to their strategy, according to the findings of Sopra Steria Next's Open Innovation Report 2025.

Of the organisations who have collaborated with startups, 68% achieved the objectives they set out to reach. These results indicate that Health organisations have achieved similar results to other sectors.

These organisations face the dual challenge of bridging expertise gaps and overcoming legal barriers. Notably, 62% of Health organisations already collaborating with AI startups plan to increase their focus in the coming years, more than any other sector.
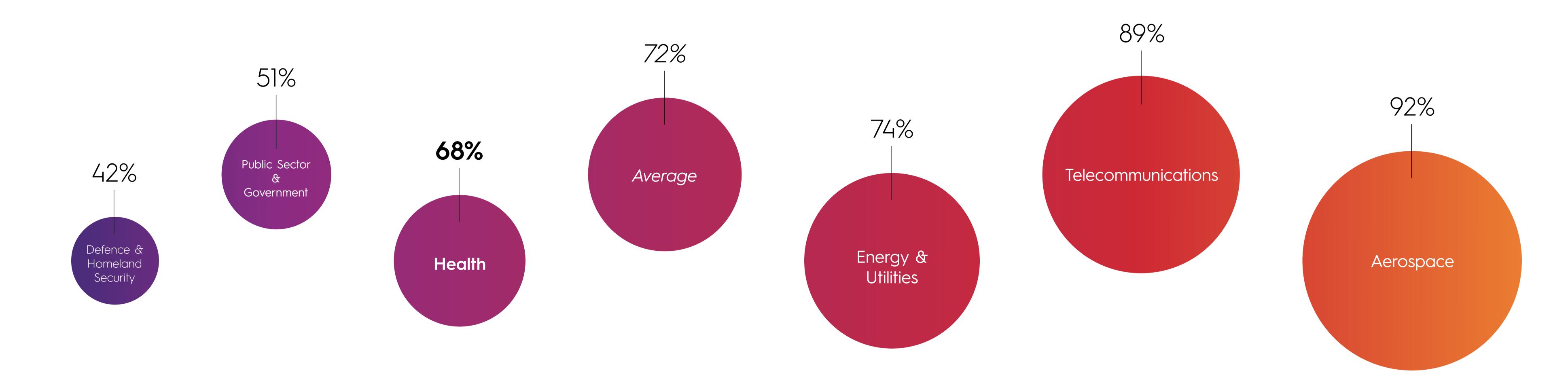
68%
of Health organisations have collaborated with startups – below the average level

77%
judge Open Innovation as important to strategy – below the average level across industries

68%
of Health organisations reach their objectives always or most of the time, above the cross-sector average

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01. Average proportion of corporates
to have collaborated with startups

Q: Has your organisation ever collaborated with a startup?
Companies selecting Yes, both Domestic and Foreign Startups, Yes, Domestic Startups and Yes, Foreign Startups

- 42% Defence & Homeland Security
- 51% Public Sector & Government
- **68%** Health
- 72% Average
- 74% Energy & Utilities
- 89% Telecommunications
- 92% Aerospace

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02. Average proportion of corporates
who judge Open Innovation as strategically important

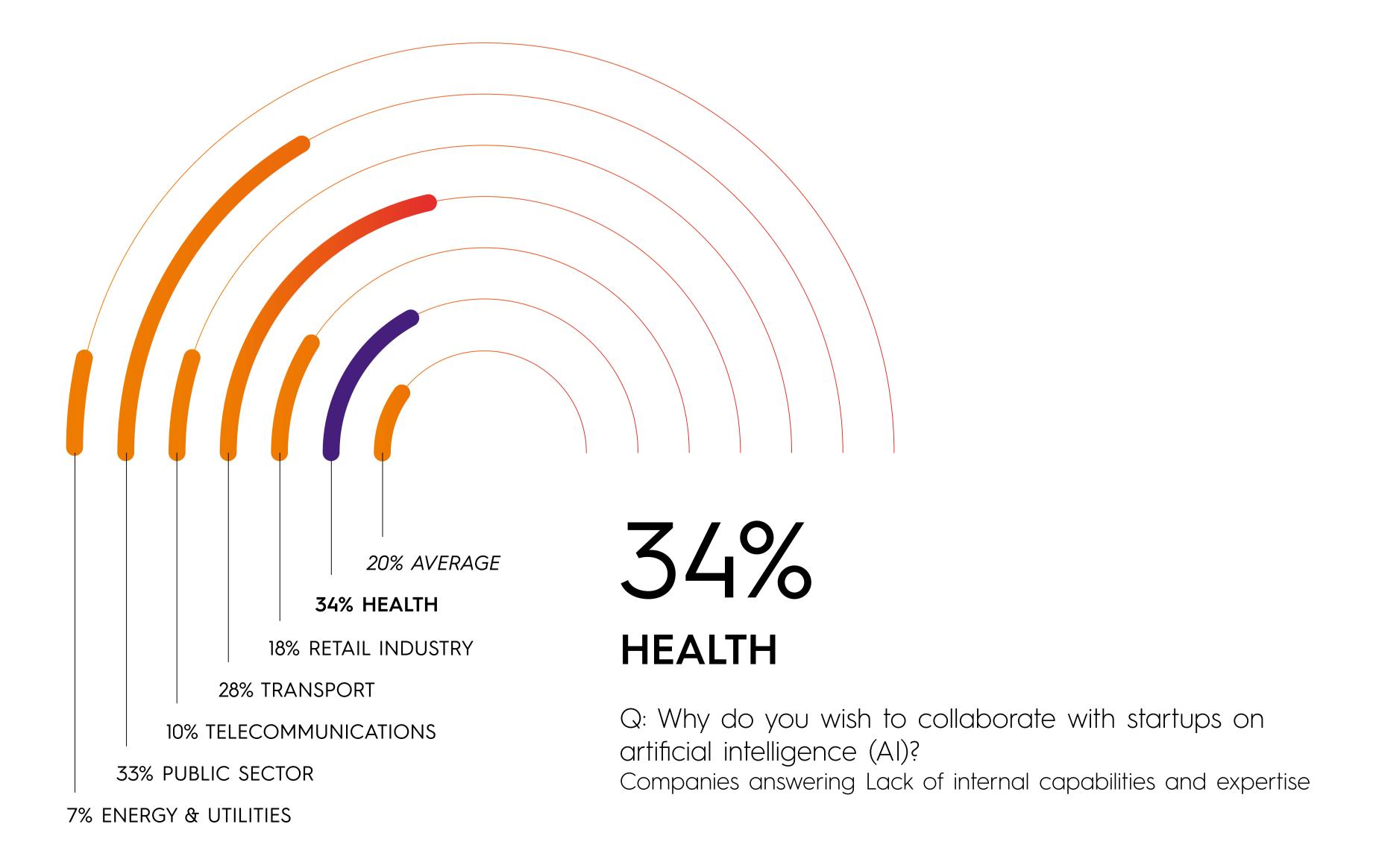| 88% TELECOMMUNICATIONS | 86% RETAIL | 58% LEGAL SERVICES | **77%** |
| 60% DEFENCE & HOMELAND SECURITY | 77% TRANSPORT | 80% *AVERAGE* | **HEALTH** |

Q: How important is startup collaboration for your organisation's strategy?
Companies answering Very Important (Mission Critical) and Slightly Important, but not Mission Critical

03. Average number
of successful collaborations

| 75% TELECOMMUNICATIONS | 52% ENERGY & UTILITIES | 73% AEROSPACE | **68%** |
| 20% DEFENCE & HOMELAND SECURITY | 60% PUBLIC SECTOR & GOVERNMENT | 65% *AVERAGE* | **HEALTH** |

Q: Overall, how often in your collaborations with startups did you achieve your objectives?
Companies answering Always and Most of the Time.

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04. The industry most likely
to enter AI collaborations due to a lack of internal expertise and capabilities

- 20% AVERAGE
- 34% HEALTH
- 18% RETAIL INDUSTRY
- 28% TRANSPORT
- 10% TELECOMMUNICATIONS
- 33% PUBLIC SECTOR
- 7% ENERGY & UTILITIES

34%
HEALTH

Q: Why do you wish to collaborate with startups on artificial intelligence (AI)?
Companies answering Lack of internal capabilities and expertise

05. The industry to have a highest increased focus
on Open Innovation from collaborating organisations

- 51% AVERAGE
- 62% HEALTH
- 61% RETAIL INDUSTRY
- 18% AEROSPACE
- 58% TELECOMMUNICATIONS
- 20% DEFENCE & HOMELAND SECURITY
- 43% ENERGY & UTILITIES

62%
HEALTH

Q: What are your organisation's expectations for collaborating with startups in the future?
Companies answering that they will have an Increased focus on collaboration with startups

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