

Zava

Chairman
Job Specification

360LEADERS

Zava is a provider of an online medical service platform. The company enables users to obtain medical treatments and tests for specific conditions without needing to visit a doctor in person.

Mission

Zava is disrupting healthcare. Digital healthcare is the future and about to go mainstream. Zava has grown fast to become the largest digital healthcare provider in Europe, driven by leaps in technology to radically increase healthcare efficiencies, and backed by patient demand for ease, convenience and discretion. We have provided over 2 million treatments since 2011 and continue to grow.

Company Background

Zava was founded in 2010 by David Meinertz and Amit Khutti, to solve a problem David personally had with obtaining repeat prescriptions.

Zava focuses on building software that makes access to doctors very convenient. In doing so it makes doctor's interactions with patients very efficient.

The business has developed a 'Direct to Consumer' model that provides a convenient and efficient GP service for a growing number of conditions. Zava's 20 doctors currently take 100,000 consultations every month.

Zava can currently help with 60 different conditions. It is aiming to be able to help with 250 conditions. When this is achieved Zava will be able to cover 80% of all GP appointments. Even focusing on 15 conditions Zava will cover over 50% of the most common conditions; diabetes, high blood pressure, high cholesterol, Asthma, Epilepsy.

Challenge

Zava's current D2C business model, where consumers pay for their own healthcare, is private healthcare and this side of the business continues to grow. However, Private Healthcare is fairly limited in Europe and Zava is in the early stages of a 'free to patient' business model, whereby care is paid for by statutory healthcare providers (e.g. NHS, Insurance companies or employers).

In order for Zava to be recognized as the leading provider of healthcare services in Europe, Zava needs to break into at least 2 or 3 statutory markets in Europe and is actively targeting UK, Germany and France.

Company Stats

Founded:	2010
Employee:	180+
Countries Active:	France / UK / Germany / Ireland / Austria / Switzerland
Gross Turnover:	£55m
Historic funding:	£1.2m 2012
Recent Funding:	(20m-35m Euros) yet to be announced
Investors:	HPE Growth Capital is a private equity firm focusing on growth-stage investments in small and mid-market technology companies based in Europe.

Founders



David Meinertz, CEO

Mr. Meinertz is a Co-Founder and CEO of Zava. Prior to launching the business David worked at a leading online healthcare company in London where he focused on international expansion. Before that, David invested in and helped build and re-build small and medium-sized companies in healthcare, electronics and distribution sectors in Europe for about 10 years. HEC Paris, MBA (Master of Business Administration), 2004, Private Equity Degree, 1996, Law



Amit Khutti, Board Member

Mr. Khutti is a Co-Founder of Zava and currently sits on the board. Prior to this Amit worked in the NHS as the Director of Strategy for Chelsea & Westminster Hospital NHS FT, after spending a number of years working on health issues in the civil service as part of the Prime Minister's Delivery Unit. He started his working life as a management consultant. University of Oxford, BA (Bachelor of Arts), 1999, English Language

Current Board

- Martin Karschkes (HPE)
- Amit Khutti (Co-Founder)
- Marc Griefahn (Angel Investor)
- Open Seat (to be appointed) - Representing interests of David Meinertz
- Open Seat (to be appointed) – Non-Executive Chairman
- 2 x Board Observers; Zava's Medical Director, Louisa Draper & HPE's Harry Dolman

The Board meet four times a year in Hamburg.

Non-Executive Chairman

The opportunity now exists to appoint an active Chairman of the board who will be able to commit to 1-2 days a month to the business.

Position:	Chairman
Remuneration Package:	Market rate for 25 days commitment per annum (director's fee + equity), although availability and flexibility are important
Reporting to:	The shareholders

Summary of Role and Main Responsibilities:

The role will include, but not be limited to:

- Work closely with the management, investors & advisors to help define future company strategy
- Helping the board to manage key management development and succession issues where agreed they are necessary
- Identifying key drivers of value, developing KPI reporting and maximising the exit potential
- Build strong working relationships with fellow board members
- Use their industry knowledge and relationships to the benefit of the Company
- Take responsibility for the boards development and strategic positioning
- Planning and conducting effective board (and other Committee) meetings, including a strategy day
- Engaging the board in assessing & improving its performance
- Provide corporate governance support where appropriate
- Provide leadership to the board
- Ensure the board has focus and direction in its key tasks, to enable a successful exit for shareholders over a 3-5 year time period

Essential Expertise:

- Substantial executive experience in scaling multi-geo technology businesses
- Clear track record of value creation
- Proven leadership capabilities
- Prior experience of working with owner managers / entrepreneurs
- Corporate governance
- Prior experience as a NEC or a senior Non-Executive Director
- Dealing with PE investors and banks / other financiers
- Leading acquisitions, mergers and disposals (including experience of integration processes)
- Experience of delivering successful exits for PE backed businesses

Essential People Skills:

- Intelligent and energised
- Leader, mentor and motivator
- Adaptable and creative by nature
- Excellent verbal and written communication skills are essential
- Resilient nature and high levels of empathy