

May 23, 2013

Burcham Touts Nashville Health Care Innovation in Washington

E.J. Boyer

Entrepreneur Center CEO [Michael Burcham](#) was in Washington, D.C., recently, where he extolled the virtues of Nashville's health care innovation scene to the crowd of policy-minded folks.

When asked about efforts to connect to policy makers, Burcham said simply that he doesn't. He went on to explain that reimbursement issues don't hamper innovative ideas in Nashville, where health care start-ups (especially those in health tech) have the benefit of seeking money and bouncing ideas off of end-users — major providers.

"Medicare and Medicaid are not ideal customers for startup healthcare companies," Burcham said. "We want employers, hospitals, doctors and consumers to buy our products and services. Medicare and Medicaid? Those come much later and with scale."

To read more about Burcham's message to the D.C.-community, including a few Nashville company shout-outs, read the full story at affiliate publication *Washington Business Journal*.