

## EPISODE SUMMARY:

In this episode of the Rainmaker Podcast, Michele Colucci, founder and managing director of DigitalDx Ventures, joins Gui Costin to discuss how artificial intelligence is revolutionizing healthcare diagnostics—and how her firm is leading the charge. With a background spanning law, technology, entrepreneurship, and venture capital, Michele brings a multidisciplinary approach to investing in early-stage diagnostic companies that leverage AI and data to detect disease earlier, more accurately, and with less invasiveness.

Michele describes the mission of DigitalDx: to identify startups that enable faster, more accessible diagnostics for major diseases, particularly in areas like neurology where early detection is critical but traditionally difficult. She explains that the human body is essentially a data problem—and that by harnessing AI, it becomes possible to detect issues long before symptoms appear. One of the firm's standout investments includes an FDA-approved over-the-counter syphilis test with a 10-minute result time.

She walks listeners through the firm's investment criteria, focusing on statistically significant sample sizes, scalability, and team coachability. DigitalDx looks for companies under a \$20 million pre-money valuation and plays an active role post-investment, often joining boards and supporting portfolio companies through major growth milestones. Michele emphasizes the power of deep bench support—her team includes experts from NVIDIA, Stanford, Siemens, and more—alongside an innovative “Entrepreneur in Residence” program and a fellowship that sources global deal flow while nurturing underrepresented talent in venture capital.

DigitalDx distinguishes itself not just by investing capital, but by offering founders access to a robust, highly experienced network that helps de-risk startups across science, regulatory, reimbursement, and go-to-market strategies. Michele also touches on the importance of aligning passion with professional purpose, both for her team and young professionals entering venture capital. Her leadership style prioritizes conviction, team ownership, and positivity, steering away from zero-sum thinking and toward collaborative problem-solving. As Michele reflects on market headwinds, she points to fundraising as a current challenge but emphasizes that conviction-driven investors—those looking ahead to where innovation is going, especially at the intersection of AI and healthcare—are best positioned for long-term success.

This episode offers a powerful look into how visionary leadership, deep domain expertise, and a mission-driven model can reshape the future of healthcare investing.