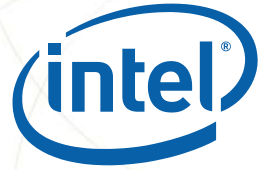


Ben Ramsay, Director of Business Development – International.
Intel-GE Care Innovations™

Benefits of ECHA membership to a large
multinational enterprise.

Overview

- Who we are
- What we do
- Our challenges
- ECHA Ecosystem and network benefits



- Intel's expertise in technology + GE's deep healthcare experience
- History of innovating to solve hard problems
- Industry leadership and advocacy
- Proven world-class quality

Transitioning care to the home

- Cost
- Quality
- Access

What we do...Our Goal



OUR GOAL: HELP CLIENTS IMPROVE CARE. REDUCE COSTS. MANAGE RISK.

CONSULTATIVE
PARTNERSHIP



SMART SENSOR
ANALYTICS



REMOTE CARE
MANAGEMENT



CONSUMER
ENGAGEMENT



Care Innovations provides comprehensive end-to-end solutions to unlock health organizations' potential and manage outcomes more effectively in the home.

TWO PARTS TO OUR BUSINESS



CONNECTING THE CARE CONTINUUM TO THE HOME.

CARE INNOVATIONS'™ 5-STEP PROCESS



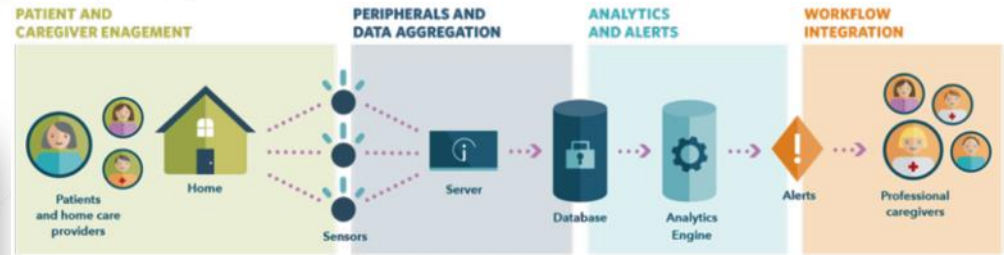
SMART SENSOR ANALYTICS



REMOTE CARE MANAGEMENT



CONSUMER ENGAGEMENT



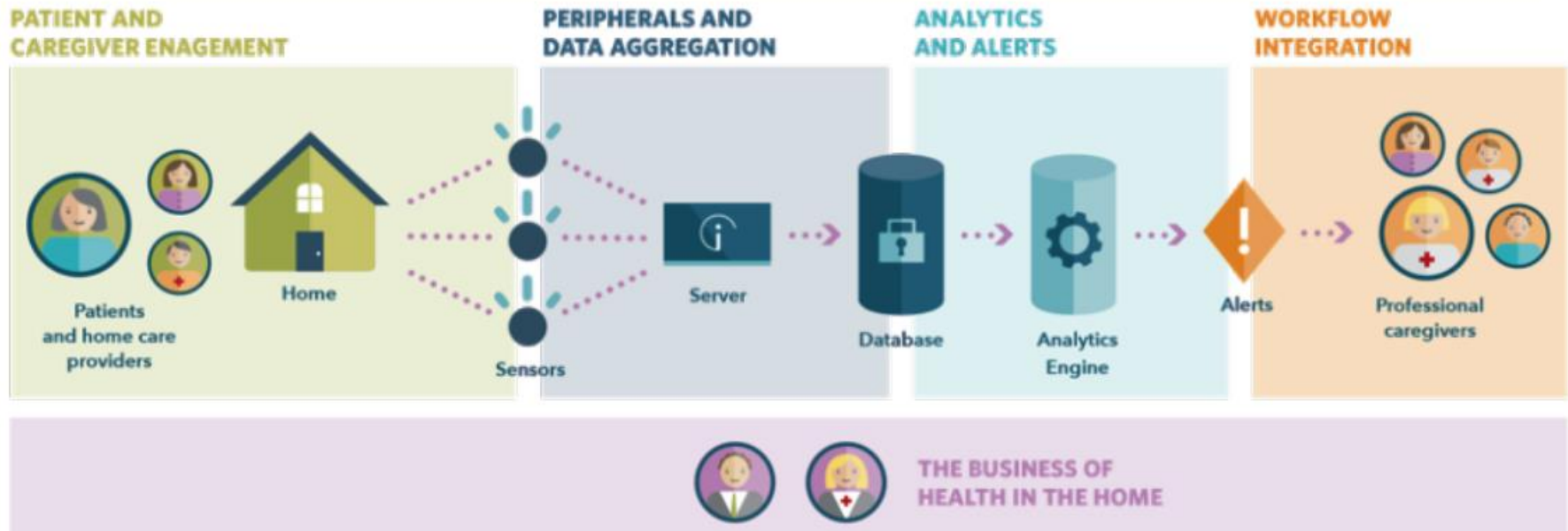
CONNECTING THE CARE CONTINUUM TO THE HOME.

CARE INNOVATIONS'™ 5-STEP PROCESS



CARE INNOVATIONS PLATFORM CAN CONNECT THE DOTS

Our solutions running on the Care Innovations™ Connect platform:



- ➔ Smart sensor analytics: Care Innovations™ Quietcare and Care Innovations™ Link
- ➔ Remote Care Management: Care Innovations™ Connect RCM
- ➔ Consumer engagement: Care Innovations™ Connect Caregiver

SOLUTIONS BUILT ON YEARS OF EXPERIENCE & DATA

Clinical models of care facilitated by Care Innovations solutions have been shown to:

impact **behavior change** in patients,

improve **medication adherence**,

improve **quality of life**,

increase awareness leading to improved **self-management behaviors**,

improve the **efficiency** of care services,

reduce the **cost of care** delivery,

and drive **appropriate utilisation** of healthcare resources.



- PLATFORM EXAMPLES

EXAMPLE: Care Innovations™ Guide VCS – Enterprise Client Application

Intel-GE Care Innovations™ Guide - Virtual Care Suite Welcome: admin admin | [Change Password](#) | [Help](#) | [Logout](#)

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guide

Group Directory Patient Directory

Groups: Date Range: Triage Type: Data captured since 03/11/2013 10:54 your time

Threshold Violations

	Smith, PatientB Z	Did you notice any difference in your symptoms, or	WT: 85.8 kg	BP: 113/84 mmHg; HR: 72 BpM	SpO2: 94 %; HR: 66 BpM			
	Smith, PatientM B	In general, how anxious do you feel?: Very anxious	WT: 62.4 kg	BP: 115/69 mmHg; HR: 64 BpM	SpO2: 99 %; HR: 69 BpM			
	Smith, PatientA P	Please rate your appetite: Poor						
	Smith, PatientN K	Are you dizzy when	WT: 107.0 kg	BP: 139/93 mmHg;	SpO2: 100 %; HR:			

For Follow Up

	Smith, PatientD J	31/10/2013 03:42:46						
	Smith, PatientB Z	27/09/2013 08:27:46						
	Smith, PatientM B	26/09/2013 03:46:54						
	Smith, PatientL Z	29/08/2013 04:04:35						
		06/07/2012						

Not Transmitted

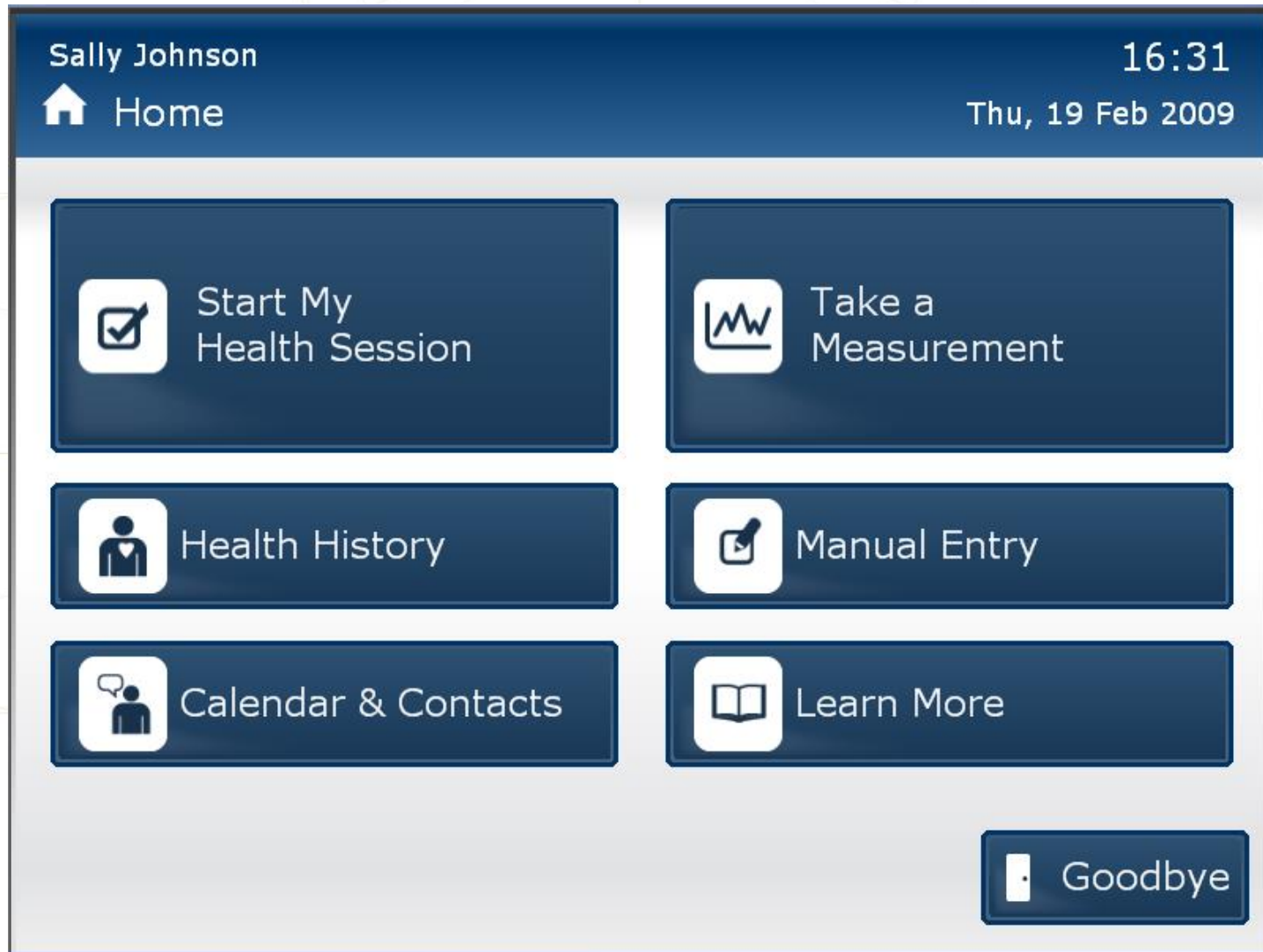
	Kessler, Bart	A Guide has not been provisioned for this patient.	09/07/2012 22:02:24
	Brown, Betty	A Guide has not been provisioned for this patient.	10/12/2012 08:40:31
	Abbot, Kelly	A Guide has not been provisioned for this patient.	
	Anderton, Harry	A Guide has not been provisioned for this patient.	12/03/2013 08:46:53
	Booth, Betty	A Guide has not been provisioned for this patient.	03/12/2012 10:59:07
	Cahill, Mike	A Guide has not been provisioned for this patient.	22/05/2012 12:21:01

Page size: 10 22 items in 3 pages

Normal

<input type="checkbox"/>		Smith, PatientD J	How well are you coping at home?: Coping moderatel	WT: 85.1 kg	BP: 122/64 mmHg; HR: 67 BpM	SpO2: 95 %; HR: 62 BpM		
<input type="checkbox"/>		Smith, PatientL Z	How well are you coping at home?: Not coping well	WT: 98.7 kg	BP: 124/66 mmHg; HR: 85 BpM	SpO2: 99 %; HR: 78 BpM		
<input type="checkbox"/>		Smith, PatientK Y	In general, how anxious do you feel?: Not anxious	WT: 103.0 kg	BP: 129/66 mmHg; HR: 73 BpM	SpO2: 95 %; HR: 85 BpM		

EXAMPLE: Care Innovations™ Guide – Patient Client Application



EXAMPLE: Connect RCM, Connect Caregiver – web applications

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home account help exit

Raymond

Hello Raymond.
Welcome to Connect RCM.

Would you like to add more information to your profile?
[View Profile](#)

Would you like to invite people into this circle?
[Invite People](#)

Who's in this circle?
You last visited Connect RCM
Mar-12-2013 1:03 PM

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Welcome back Janet Account Help Exit

Henry's Circle

care circle settings

Circle members

- Henry
- Janet (me)
- Anna Bryce
- David
- JayJay

Bulletin board

From Janet (me):
Can someone pick up milk for Dad??? (Due today 5:30 PM)
Waiting for response Edit

View all 55 care circle messages

Medications
Next med: Today 10:00 am
2 Celebrex
1 Kapake
1 lipitor

Calendar
Today 6:00 pm
Dinner at Bryce
Today 9:30 pm
watch Late Tonight
Tomorrow 4:20pm
Jamie's ballet show

Contacts
Find contact
Find

Local services
Magic Kitchen
taskrabbit
Ride Connection

Ask a doctor
Ask here
powered by pearl.com
Get help now

Measurements
Today 6:00 pm
Dinner at Bryce
Today 9:30 pm
watch Late Tonight
Tomorrow 4:20pm
Jamie's ballet show

Henry Dashboard Health Book Medications Calendar Contacts Ask a doctor

About us | Policy | Customer support

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SYNERGY HomeCare
Professional, respectful care at home.

Challenges

Continue to establish and grow our business as a long-term, profitable division focused on enabling the delivery of high quality care at home.

- Discover, test and fail fast.
- Understand customers' problems, design and provide market leading solutions which deliver exceptional value.
- We have:
 - An experienced and knowledgeable team of domain experts in CI
 - A growing ecosystem of expert partners – more welcome!
 - (some of) the technology – it works
 - (some of) the knowledge about how best to utilise it – lots of experience
- We need:
 - to continue to develop and test specific business models that work locally and have the potential to scale
 - to work with the right local partners to augment our overarching expertise
 - to identify opportunities to engage with customers ready to make a change
 - **Motivated**
 - **Funded**
 - **Enabled – political backing, infrastructure, procurement**

ECHA Ecosystem Benefits

Headline = Increased business opportunities

- Increased reach across Europe
- Reduced time to action – quick, informed decision
- Credibility
- Introductions in a neutral environment
- Partner identification – marketplace events
- Opportunity discovery – ecosystem meetings
- Research assistance
- Knowledge sharing
 - Technology
 - Policy / Strategy
 - Funding
- Visibility
- Forum for discussion – range of interests and points of view

All of the above = Positive ROI

Thank You

ben.ramsay@careinnovations.com