



Healthcare Solutions Overview

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Healthcare Trends

The healthcare industry is challenged to provide universal care as pressure to reduce costs and improve efficiency continues



Escalating costs of healthcare

- Costs to provide quality medical care have increased rapidly
- There is pressure to reduce length of hospital stays



Growing demand for services

- Aging population and increase in chronic disease will put a strain on the healthcare system
- U.S. healthcare system is struggling to provide insurance coverage and care to underserved populations



Implementing Electronic Medical Records (EMR)

- EMRs hold great promise to build efficiencies into the U.S. healthcare system and improve quality of care
- Government regulations provide incentives and penalties for adoption
- Adoption requires initial and ongoing costs, as well as interoperability with current systems, training and behavioral shifts

Introduction

Healthcare Challenges

Healthcare organizations face significant challenges that require urgent action and attention



Improving operational efficiency

- Hospitals need to create better communications and documentation systems to comply with government regulations, manage escalating costs and deal with decreased reimbursements
- Aging population is causing an increased costly burden on the healthcare system and government payer programs



Increasing caregiver productivity

- Industry is dependent on highly skilled labor and, due to increased demands, must enable staff to do more with less
- Industry faces an annual personnel turnover rate of more than 25 percent



Improving patient safety

- Medical errors are costly to both patients' well-being and to the organization's financial health
- Technology adoption will be key to modernizing information capture and retrieval, and preventing medical errors

What is M2M?

Machine to Machine (M2M): is the ability of machines, assets and devices to exchange data with people or management systems.



Anatomy of M2M Applications



Products & Interfaces

Wireless Hardware (or) Module

Wireless Network

Application Gateway

Internet

Backend Systems



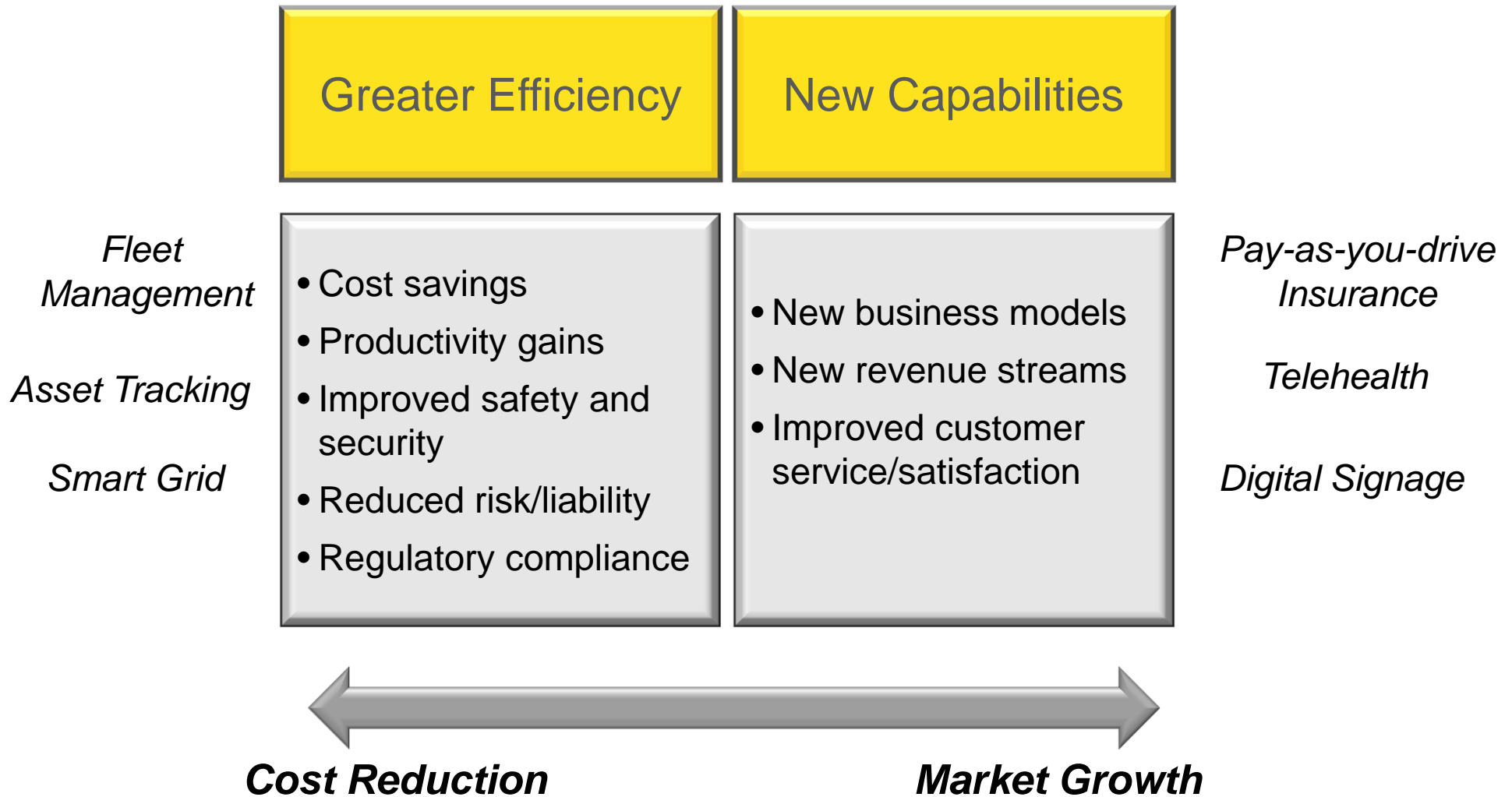
OS Application Services

IP & Cellular Communications Support

Security Features

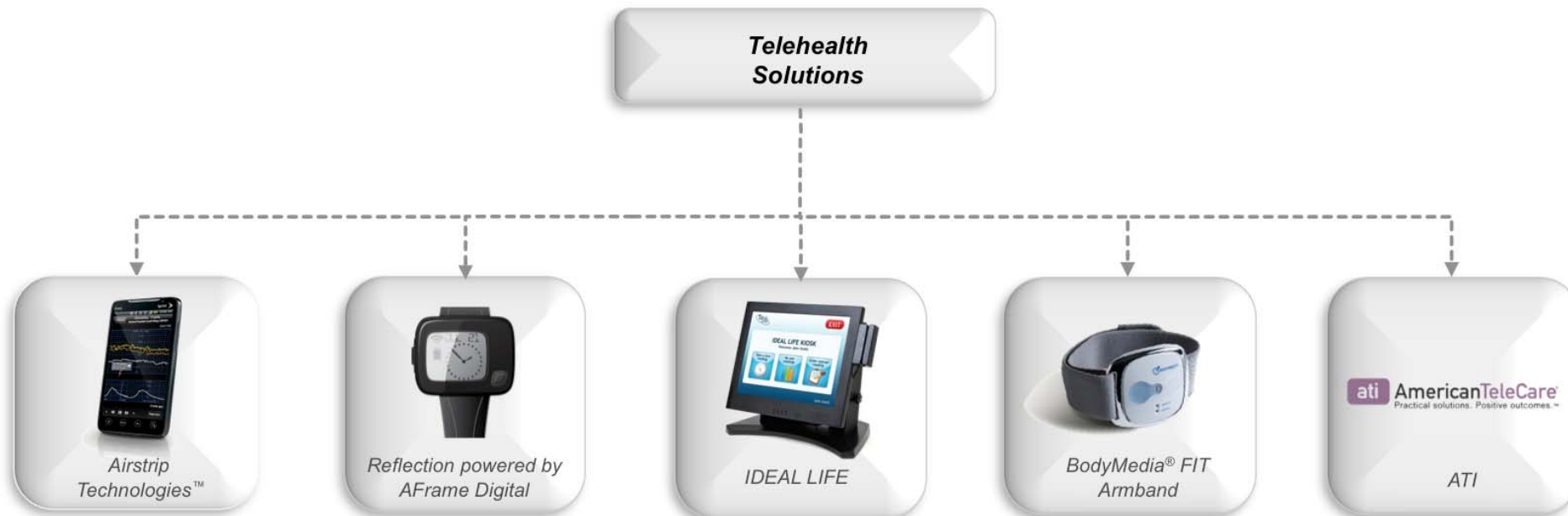
Management & Application Services

Drivers for Adopting M2M



Solution: Telehealth

Improve caregiver productivity and patient safety by reducing office visits and improving compliance with treatment and health plans



By utilizing telehealth solutions and applications, healthcare organizations can:

- Provide real-time data from the patient to the care provider utilizing the Sprint 3G and 4G network
- View electronic patient information remotely, in real time, by care teams
- Provide an easy way for patients to perform health maintenance tasks
- Detect problems or negatively trending health measurements early

Reflection, powered by AFrame Digital

Improve patient safety and caregiver productivity by remotely monitoring patients with a personal health-monitoring device

Reflection is a wireless telehealth device, running on the Sprint 3G and 4G networks, designed to be worn and function like a wristwatch, while remotely monitoring a patient's health and activity.

- Maximize productivity as patients can be monitored via a caregiver's mobile device
- Increase responsiveness with activity-pattern tracking. If a patient's pattern varies outside the expected activity, caregivers are sent alerts
- Enhance safety with fall-risk alerts that notify caregivers when a patient is experiencing dangerous episodes of instability and might be in danger of falling
- Offer cost savings as mobile monitoring reduces unnecessary office visits
- Improve care management with elopement alerts to notify caregivers when patients leave approved areas



Real M2M Success: Healthcare

1/3rd of physicians make decisions based on incomplete information for nearly 70% of their patients.



EKGs sent from ambulances to doctors' devices are saving lives today in Orange County, Florida.

Solution: Location-based services

Feeney Wireless Connected Ambulance

Allow rapid data communications with hospitals and other emergency systems via ruggedized, wireless-enabled ambulances and laptops

Turn the back of an ambulance into a virtual emergency room with instant access to advanced mobile data solutions and applications via the Sprint 3G and 4G networks.

- Allow immediate connections to patient records with confidentiality that conforms to privacy standards
- Access and share information, including incident information, location verification, unit display, time stamping, report generation and external links
- Track and monitor the status of vehicles and strategically position them to maximize overall response
- Automate patient assessment by enabling EMS and hospital personnel to gather and share critical data for more accurate and immediate care
- Ensure data can be accessed, even in harsh in-vehicle environments



Ideal Life for Community, Outpatient and Corporate Wellness



In the Community Kiosks monitor, blood sugar, weight, pulse-ox



Real M2M Success: Remote Monitoring

Wireless technology could save \$21 billion yearly in hospital and nursing home costs.

IDEAL LIFE is helping taxi drivers in New York City manage their health thru kiosks connected to healthcare professionals.



Real M2M Success: Healthcare Costs ^{Sprint}

Fines from \$100 per violation to \$1.5 million per year can be imposed under the HITECH Act.



Caregivers are meeting some HITECH Act requirements inexpensively with connected vehicles.



Solution: Telehealth

BodyMedia FIT Armband

Access highly accurate health information regarding activity, calories and sleep patterns

The BodyMedia FIT Armband automatically tracks the calories you burn during daily activities, and monitors the quality of your sleep, an important factor in weight loss.

- *Access highly accurate information on activity, calories and sleep patterns*
- *Capture 5,000+ readings — from heat and sweat to steps and calories burned — every minute of every day*
- *Send collected data to a web interface and mobile app for real-time information that enables better food and exercise decisions*
- *Helps lose up to 3 times more weight according to clinical study results*
- *Pinpoint necessary changes in diet and exercise needed for success*



MediaTile for Communications with Live HumanKiosk



For Community, Outpatient, Pharmacies and Corporate Wellness



The HumanKiosk in I



Business Value and Advantages

- Achieve a new level of customer service and deliver expertise to more locations faster
- 1 remote video operator can support 4 end points reducing the cost of traditional staffing
- Direct face-to-face conversations with on-demand experts can support complex user requests based upon the content being viewed
- Integrate with text based or QR-code initiatives to extend the provider to patient relationship beyond the initial interaction
- Virtual healthcare professionals available on-demand to answer questions about mixing OTC drugs or other related questions



Got a new idea? Just talk to us about it,
We can help you develop a custom plan.

Let's do a trial together!

Questions?