

ROME



EUROPEAN TELEMEDICINE CONFERENCE

7-8 OCTOBER 2014 | ROME, ITALY

COMARCH



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FROM A PILOT TO AVIATION – COMARCH & MEDICAIR BEST PRACTICES IN LAUNCHING THE REMOTE CARE SERVICE IN ITALY.

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ABOUT COMARCH



comarch

- Software House with its own IT solutions
- Global coverage (accounts and projects on 5 continents)
- Leader in rankings by DiS, Gartner, IDC



Key figures

- 4300 employees
- 20 years of experience in the industry (founded in 1993)
- 40 countries (active projects)
- 225 million EUR (2013 income)



Sectors of operation

- Telecommunications
- Banking and Financial Services
- Public Administration
- Enterprise Resource Planning
- IT Products and Services
- Embedded Software and Electronics
- **e-Health / m-Health**



ABOUT COMARCH

EUROPE

Albania: Tirana
Austria: Innsbruck, Vienna
Belgium: Brussels
Finland: Espoo
France: Lezennes,
Montbournet-Saint Martin
Germany: Berlin, Bremen, Dresden,
Düsseldorf, Frankfurt, Hamburg,
Hannover, Munich, Münster

Luxembourg: Strassen
Poland: Bielsko-Biala, Chorzów,
Gdansk, Gliwice, Katowice,
Cracow (HQ), Lublin, Lodz, Poznan,
Rzeszow, Warsaw, Wrocław

Russia: Moscow
Switzerland: Arbon, Buchs, Luzern,
UK: London
Ukraine: Kiev, Lviv

NORTH AMERICA

Canada: Saint John
Panama: Panama City
USA: Rosemont

SOUTH AMERICA

Chile: Santiago



ASIA


United Arab Emirates: Dubai



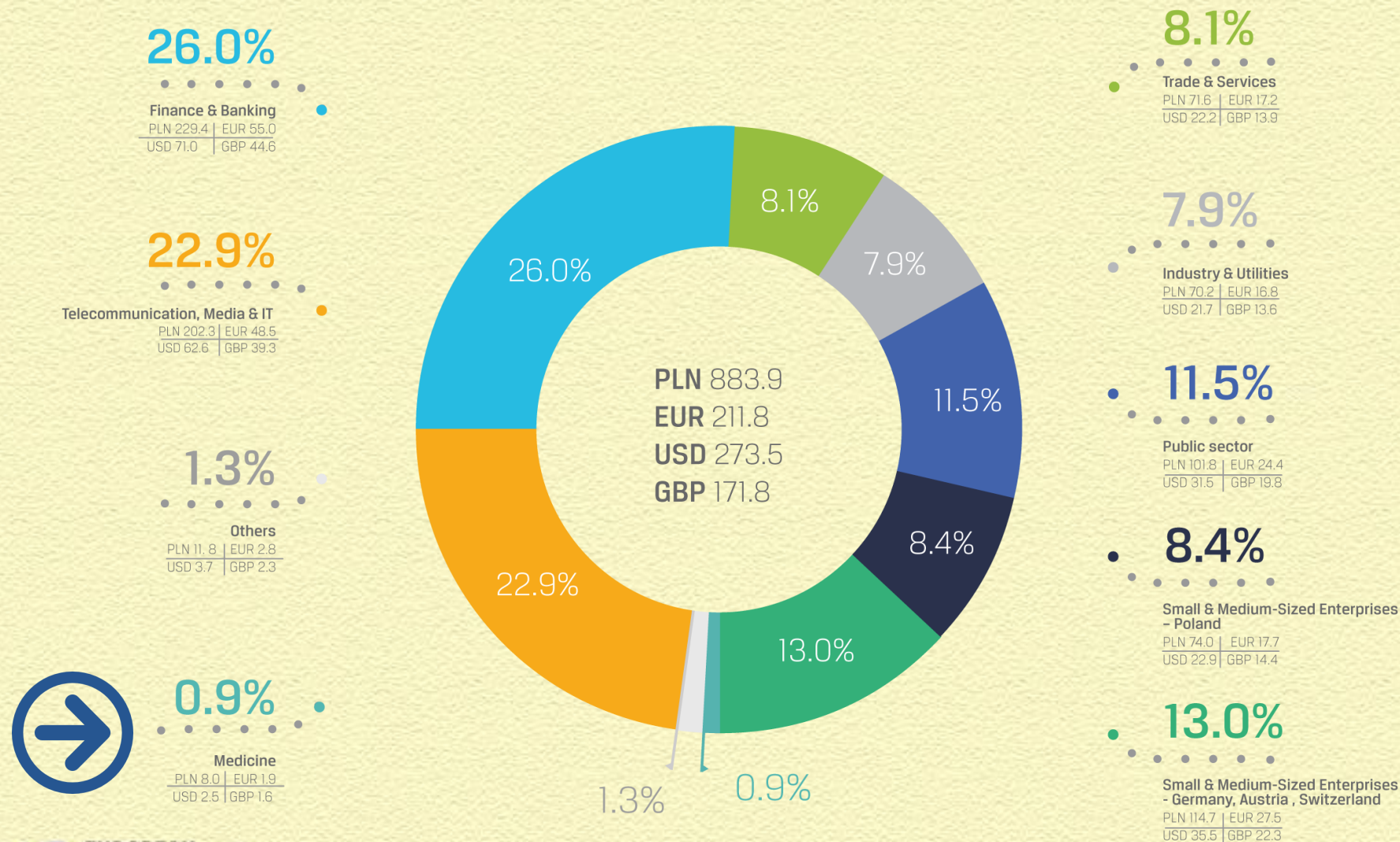
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COMARCH MARKET SALES STRUCTURE



ABOUT



Medicair group

- Leader in industrial and medical gases in Italy
- 27 years of experience as a Home Care Provider
- (oxygen therapy, polmonary non invasive ventilation)



Products and services

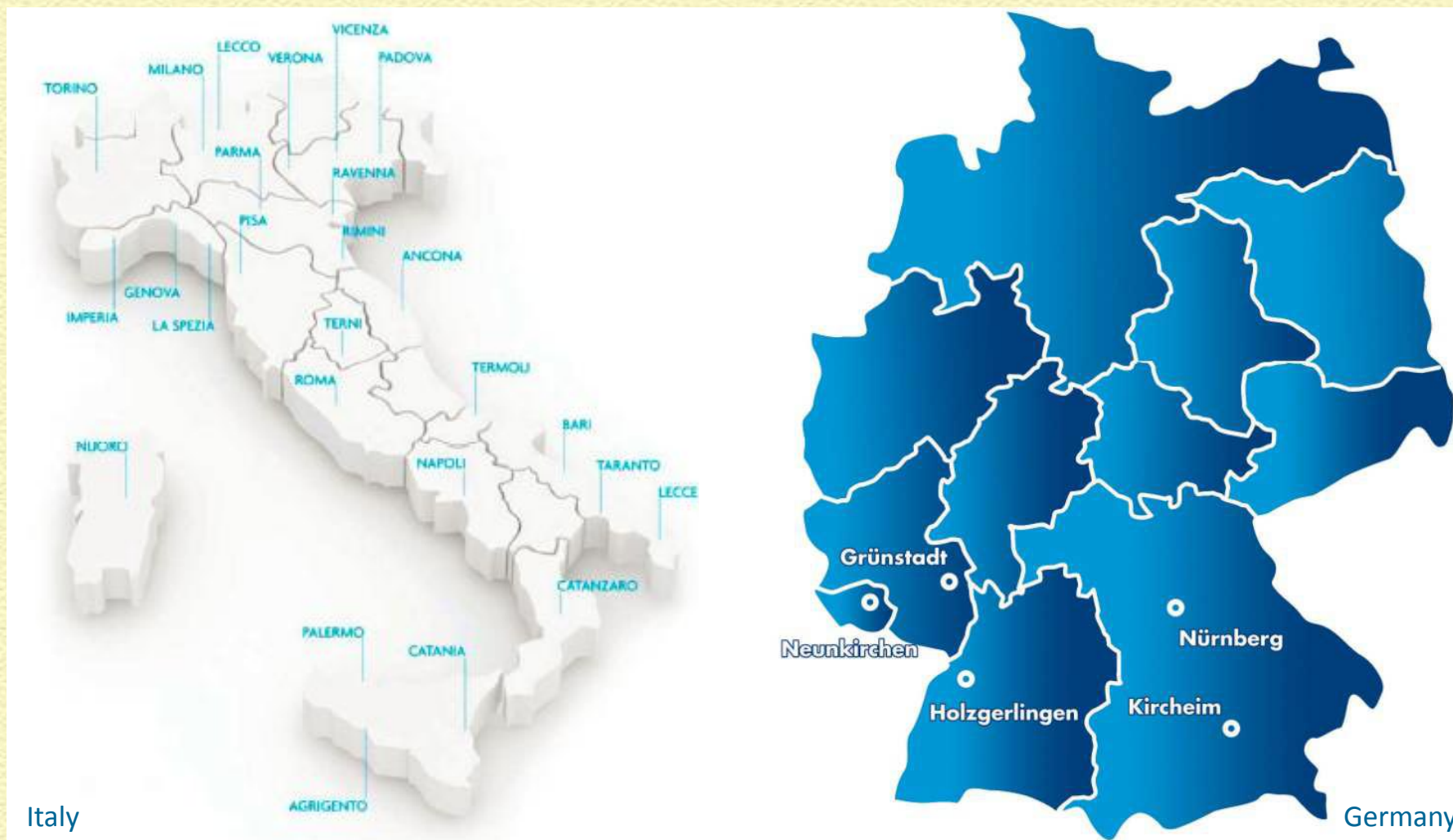
- Core businesses:
 - oxygen therapy, polmonary ventilation
- OSAS treatment and sleep labs
- Artificial nutrition
- SIDS Monitoring
- Major prosthesys assistant



Key figures

- 227 employees in Italy and 55 in Germany
- 26 seats across Italy and 5 in Germany
- 82,7 million EUR (2012 turnover)

ABOUT



THE BEGINNING





Adequate technology

- Innovative and modular



Internal organization

- Reorganization of the contact center for the new activity
- Integration of medical staff to support the new remote care activities



Beyond a simple pilot test

- Going far beyond another pilot test
- Launching optimized and efficient service able to support clinicians
- Economic and HR overhead reductions
- Significant support for the chronic patients @ home



Last but not least... finding the right partner

- Innovative
- Reliable
- Big enough to assure all aspects of the project realization...
- ...but small and smooth enough to ensure flexibility and customizability



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... & COMARCH COMPETENCY FOR THAT



Shared idea for the joint project

- Technological complementation of the remote care concept



Concrete and methodologic approach

- A thorough and complete study of the clinicians' and patients' needs
- Modularity and scalability of the solution
- Adaptability of the solution to 3 players:
 - Clinician
 - Patient
 - Monitoring Center
- Easy to use solution



Joint interaction

- Integration of two different approaches:
serving patients & technologic development



Optimization and customization

- Complete response to satisfy our needs and requirements



COMARCH TECHNOLOGY - HMA



HOME MEDICAL ASSISTANT

- Portable device dedicated for a home use
- Hub for communication with medical devices
- Sends gathered data to e-Care Center
- Multiple network interfaces (ethernet, GSM, WiFi)
- Additional power supply (internal UPS)
- Built-in microphone and speaker
- Multiple user interfaces (voice, keyboard, tablet)



INTEGRATED VIA



Bluetooth™

WITH:

- Sphygmomanometer
- Scale
- Pulse Oximeter
- Thermometer
- Pikflowmeter
- Glucometer

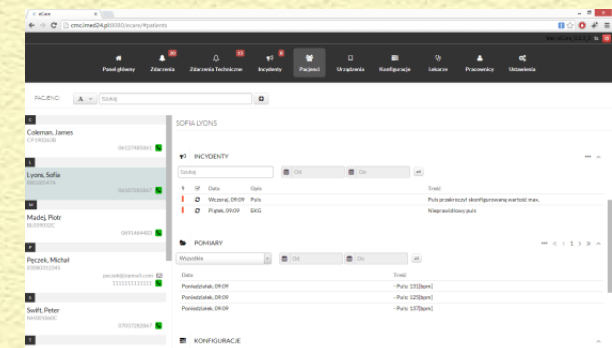
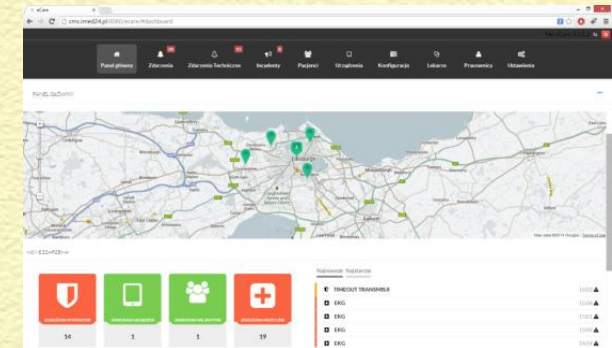


COMARCH TECHNOLOGY – eCARE CENTER



E-care monitoring system & center

- Collects and analyzes data from medical devices, enabling patients monitoring 24/7
- Enables implementation of medical decision schemes (MedProf)
- Accessible from anywhere (web-based) allowing for constant doctors consultations
- Interfaces for emergency services
- Geo-location of the patients
- Enables scheduled and on-demand examinations



THE PROJECT – MAIN OBJECTIVE

 REMOTE MONITORING OF THE CHRONIC PATIENTS ALREADY FOLLOWED BY MEDICAIR WITH THE CURRENT SERVICES AND BUSINESS LINE → SERVICE DIVERSIFICATION

COPD

- Chronic Obstructive Pulmonary Disease
- 50 patients in Veneto and Lombardia
- HMA: BT connecton, CAT test, medical records, organizer
- Devices: pulse oxymeter, spirometer, scales
- Start: October 2014

Sla / als

- Amyotrophic Lateral Sclerosis
- 15 patients in Emilia Romagna
- HMA: BT connecton, medical records, organizer
- Devices: pulse oxymeter, spirometer, sphygmomanometer
- Start: January 2015

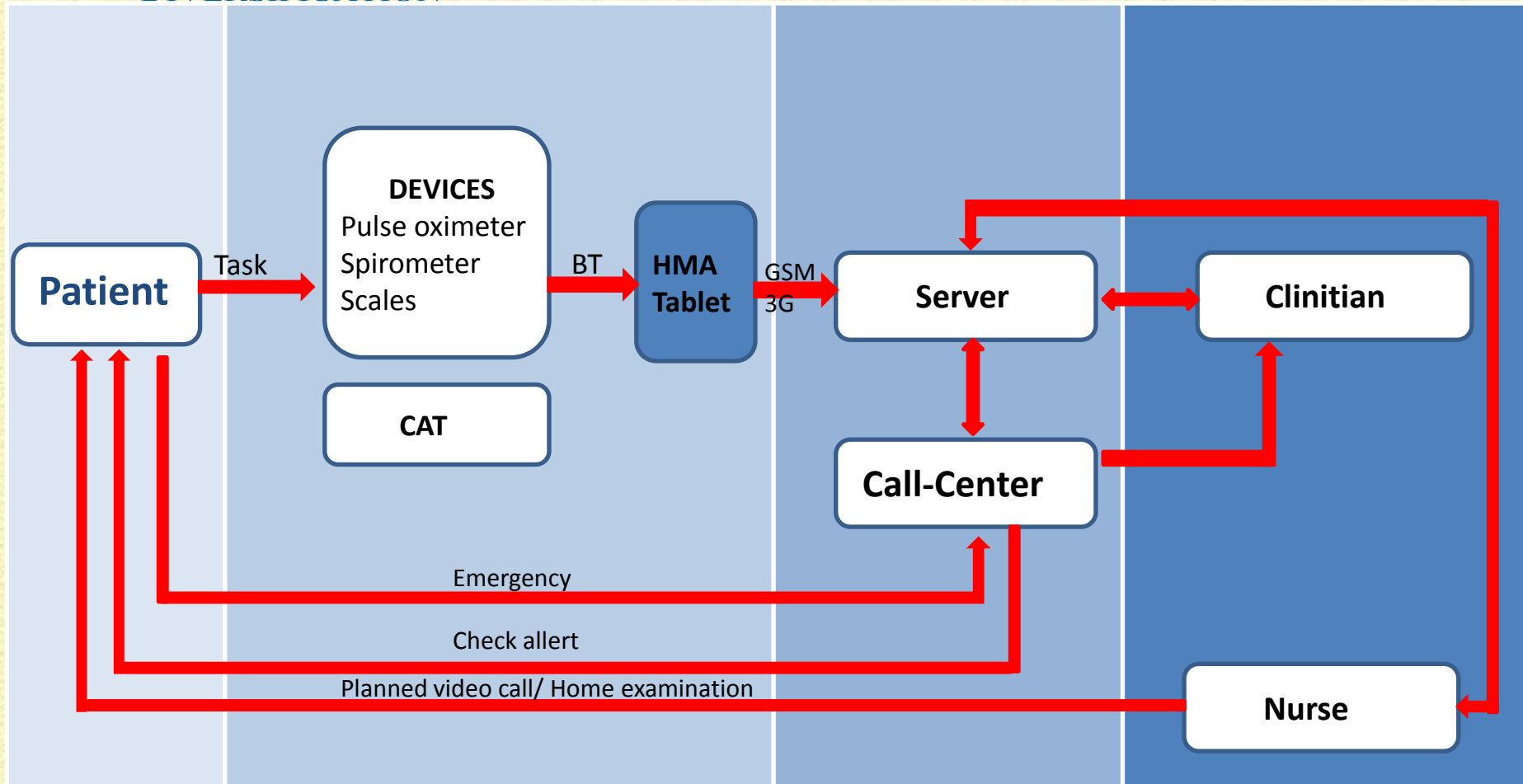


THE PROJECT – WORK BREAKDOWN (1)



REMOTE MONITORING OF THE CHRONIC PATIENTS ALREADY FOLLOWED BY

MEDICAIR WITH THE CURRENT SERVICES AND BUSINESS LINE → SERVICE DIVERSIFICATION

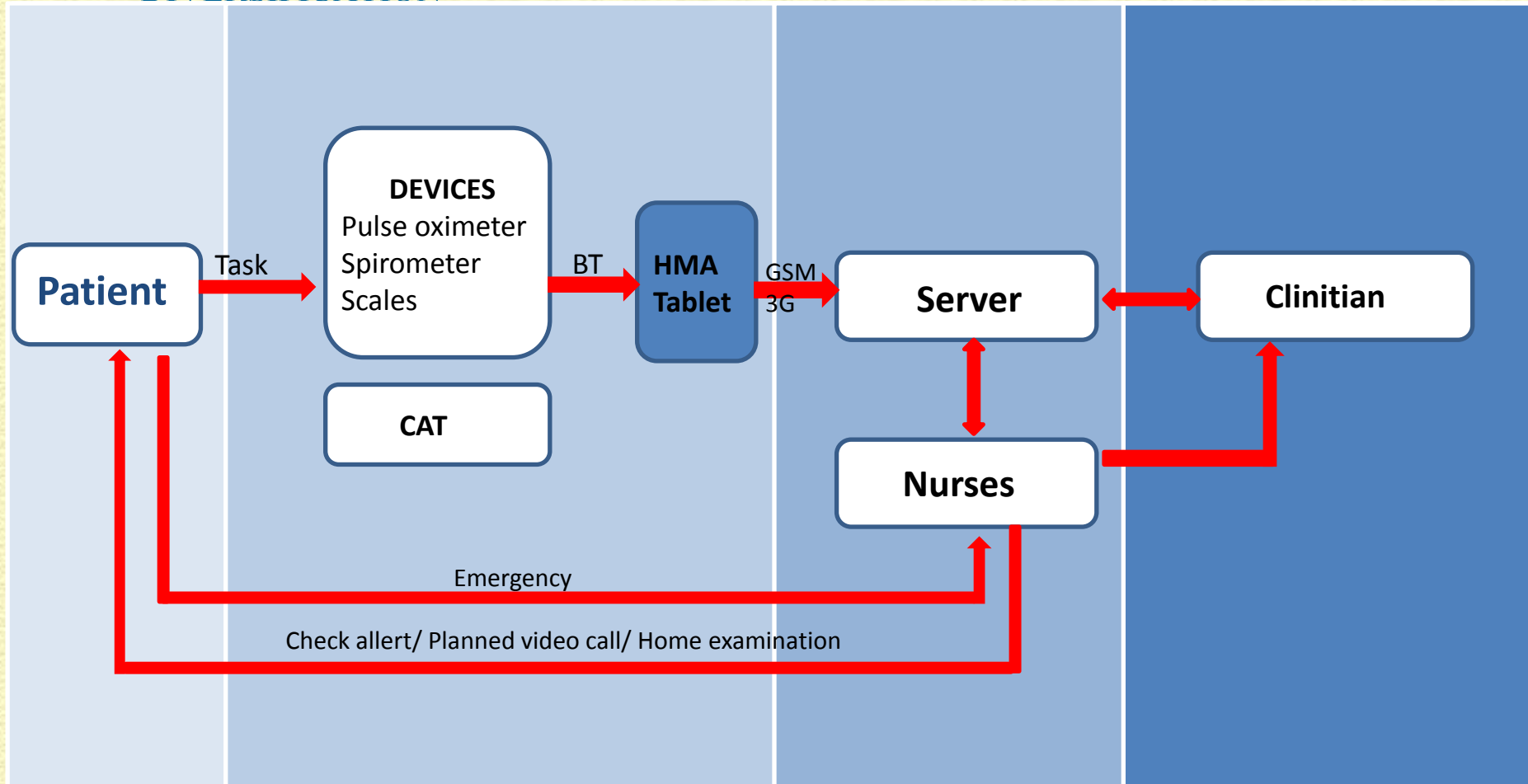


THE PROJECT – WORK BREAKDOWN (2)



REMOTE MONITORING OF THE CHRONIC PATIENTS ALREADY FOLLOWED BY

MEDICAIR WITH THE CURRENT SERVICES AND BUSINESS LINE → SERVICE DIVERSIFICATION



THE PROJECT – FUTURE ADVANTAGES

- REMOTE MONITORING OF THE CHRONIC PATIENTS ALREADY FOLLOWED BY MEDICAIR WITH THE CURRENT SERVICES AND BUSINESS LINE → SERVICE DIVERSIFICATION

COMARCH



- GAINING a NEW MARKET
- LONG TERM PARTNERSHIP in Italy
- Further r&d opportunities AND CROSS-SECTOR DEVELOPMENT
- LONG LASTING, DURABLE, COMPETITIVE REMOTE CARE SERVICE
- DIVERSIFICATION AND EXTENSION OF MEDICAIR'S SERVICE PORTFOLIO
- CREATION OF OUR OWN MEDICAL CENTRE

THANK YOU FOR YOUR ATTENTION

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