

Precision Medicine

Digital Transformation of Healthcare

Dr. Clemens Suter-Crazzolara, SAP SE
June, 2016



Legal Disclaimer

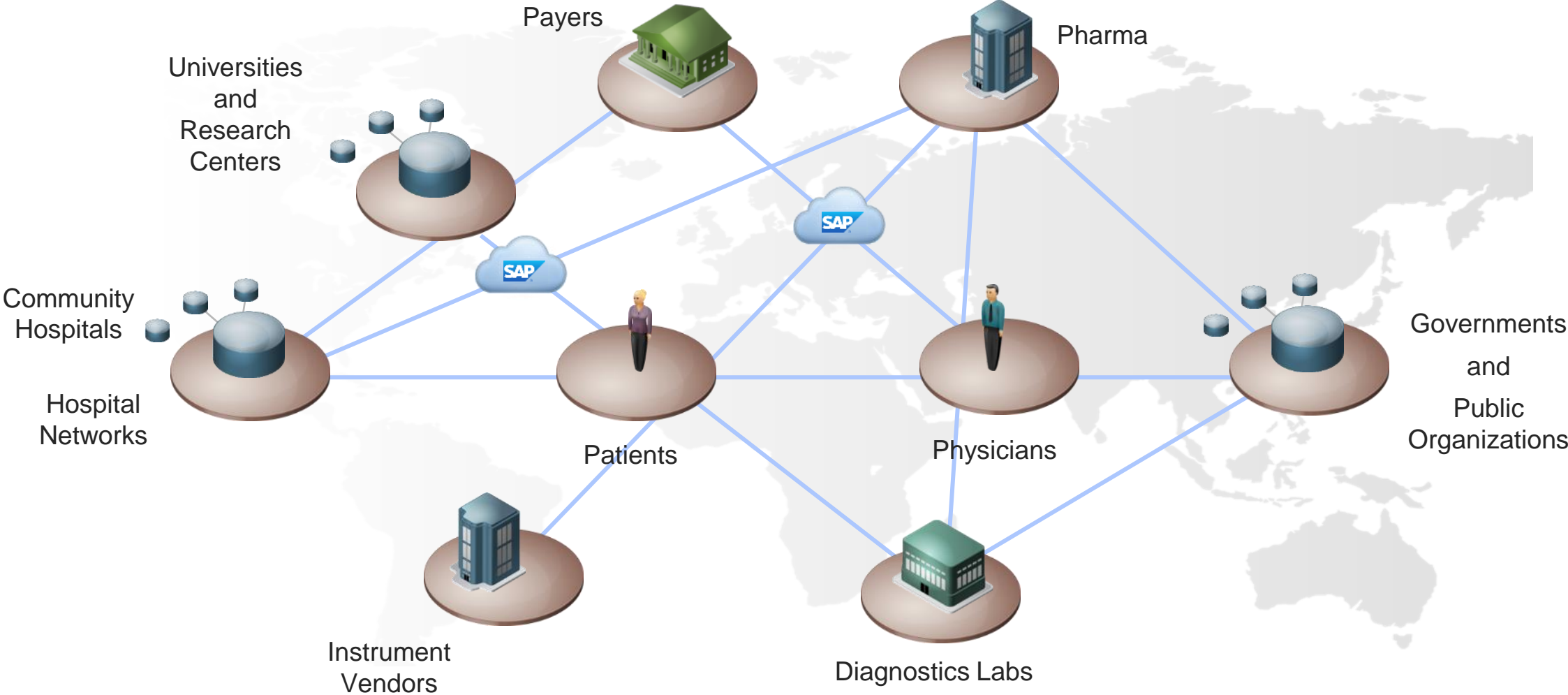
The information in this document is confidential and proprietary to SAP and may not be disclosed without the permission of SAP. This document is not subject to your license agreement or any other service or subscription agreement with SAP. SAP has no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation and SAP's strategy and possible future developments, products and or platforms directions and functionality are all subject to change and may be changed by SAP at any time for any reason without notice. The information on this document is not a commitment, promise or legal obligation to deliver any material, code or functionality. This document is provided without a warranty of any kind, either express or implied, including but not limited to, the implied warranties of merchantability, fitness for a particular purpose, or non-infringement. This document is for informational purposes and may not be incorporated into a contract. SAP assumes no responsibility for errors or omissions in this document, except if such damages were caused by SAP intentionally or grossly negligent.

All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations.

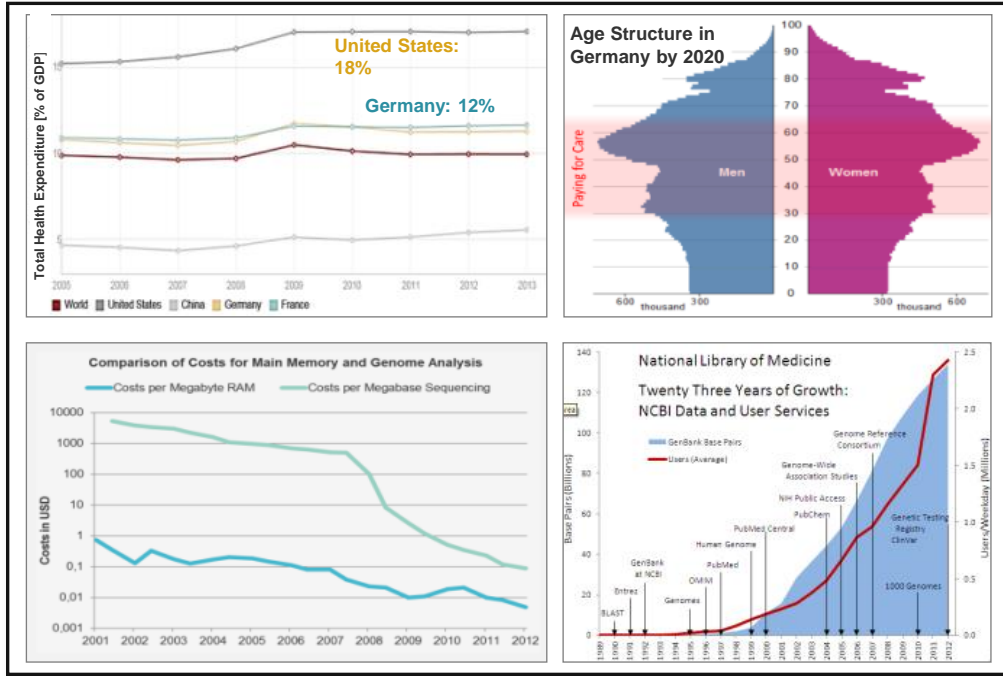
Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates, and they should not be relied upon in making purchasing decisions.

The Challenge of the 21st Century: Data in Silos

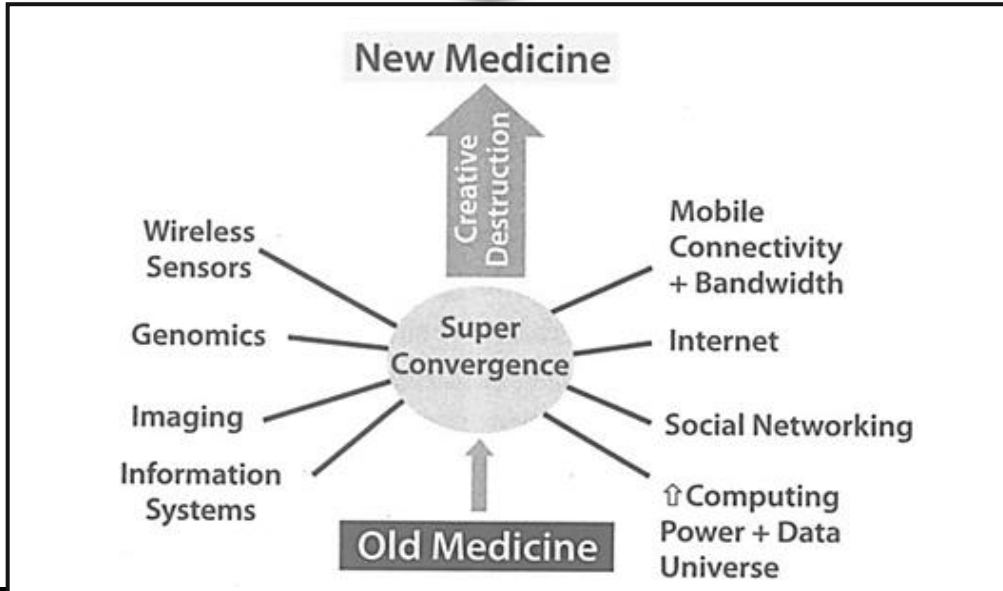
The SAP Connected Health network



Drivers



Trend Convergence



Opportunity

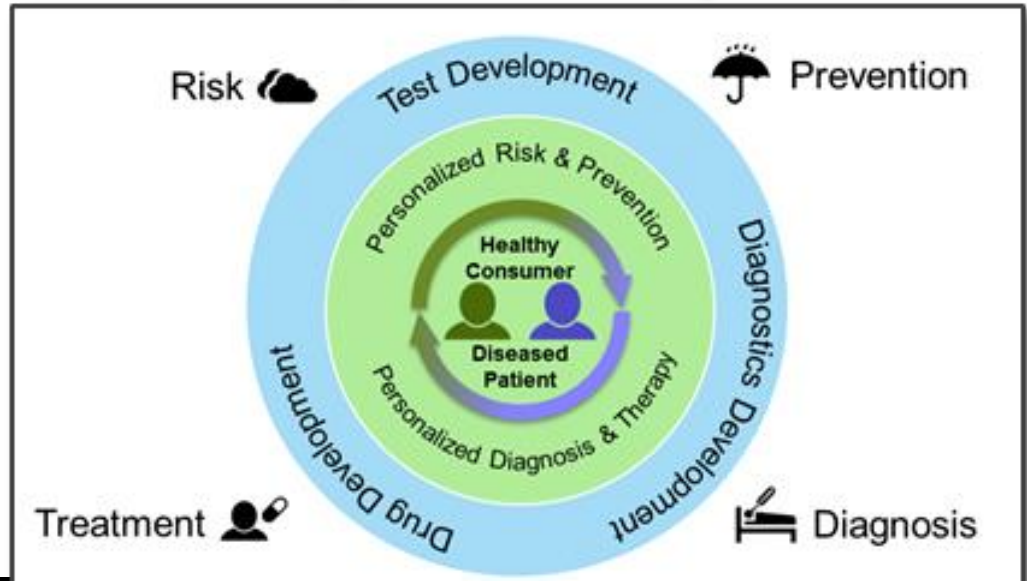
High-level perspectives on personalized medicine and opportunity for SAP

- Personalized medicine (PM) can have significant impact on US healthcare, improving quality of care while reducing costs. We estimate upwards of \$100B of value created through PM (mainly better care, prevention, reduced costs and enabling innovation)
- There are four different addressable segments¹ for technology players within PM today, including diagnostics services (~\$1B), pharma services (~\$2B), provider (~\$3B) and payor services (~\$2B)
- Deliver Personalized Medicine Services via the SAP Connected Health network**
- In all these business models, strong knowledge of healthcare, talented team with experience in healthcare and top mgmt. commitment are required to win
- Additionally, creative partnerships will be necessary since no one player is positioned as a one-stop shop. Additionally, new payment and risk models may be necessary to capture value in the informatics and data business models

¹ Revenue per year in 5-7 years time (2020)

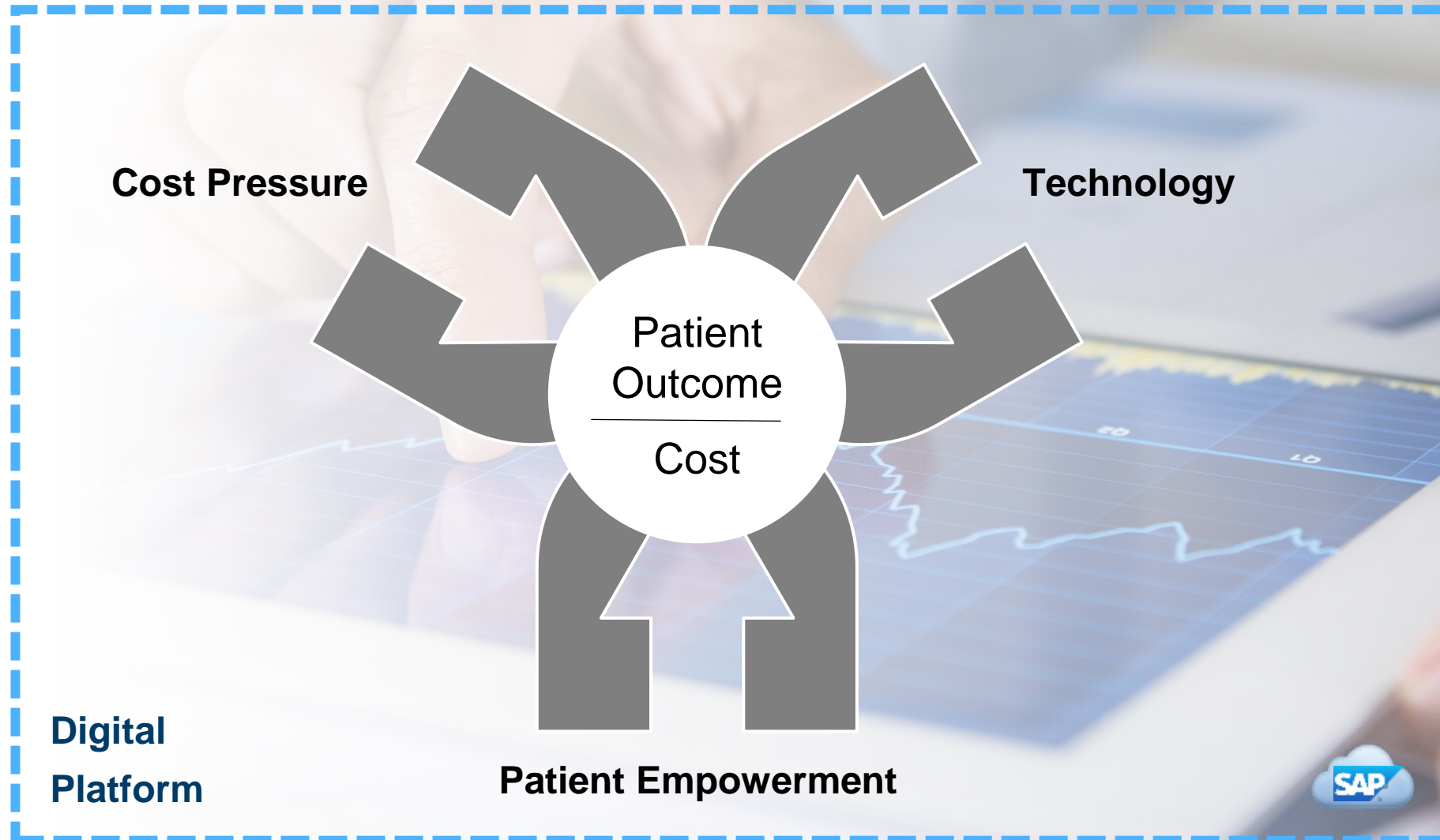
McKinsey&Company

New Paradigm



Precision Medicine

Matchless market forces drive the creation of the digital platform



**Managing Big Data better could help
the U.S. save \$300 – 450B annually¹**
(2-3% of GDP)

**Globally, it could save
\$1,300 – 1,900B annually²**
(2-3% of GDP)

1. <http://www.fiercehealthit.com/story/big-data-use-could-save-450-billion-healthcare-costs/2013-04-05>

2. <http://data.worldbank.org/indicator/NY.GDP.MKTP.CD>

The challenge: Make smart data out of Big Data

Human genome and biological data ~800 MB per full genome >15 PB in databases of leading institutes

Cancer patient records 160,000 at the National Center for Tumor Diseases in Heidelberg

PubMed biomedical articles >25 million

Clinical information management systems; Often more than 50 GB

Medical imaging data Scan of a single organ in 1 second creates 10 GB of raw data

Human proteome 160 million data points (2.4 GB) per sample; 7.6 TB raw proteome data on ProteomicsDB.org

Prescription data 1.5 billion records from 10,000 doctors and 10 million patients (100 GB)

Clinical trials >30,000 recruiting on ClinicalTrials.gov



SAP Connected Health platform

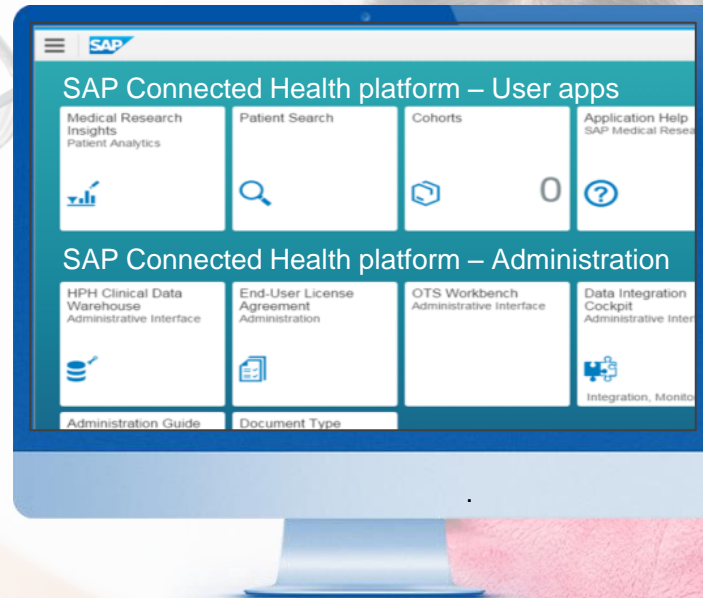
The digital platform

Deeper insights

by connecting data silos of structured and unstructured, clinical, lab, omics, image and other data

Full control

over the platform, the applications and content, and how data is integrated and processed



Extend

the platform without limits: with content, mobile apps, applications, through predefined extensible data models and out-of-the-box adaptors

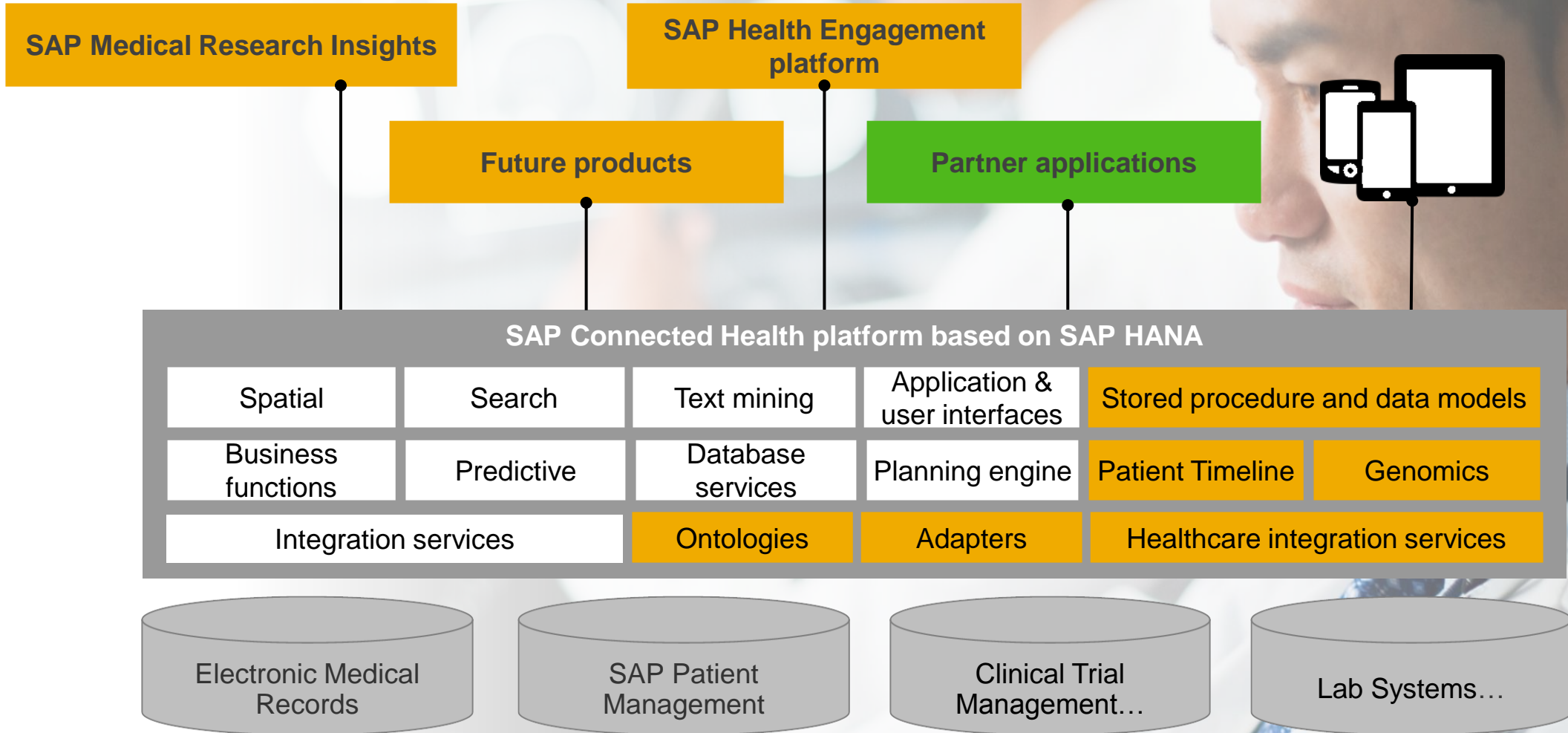
Faster innovation

and hypothesis building and testing through real-time, advanced analysis
→ with SAP HANA in-memory computing

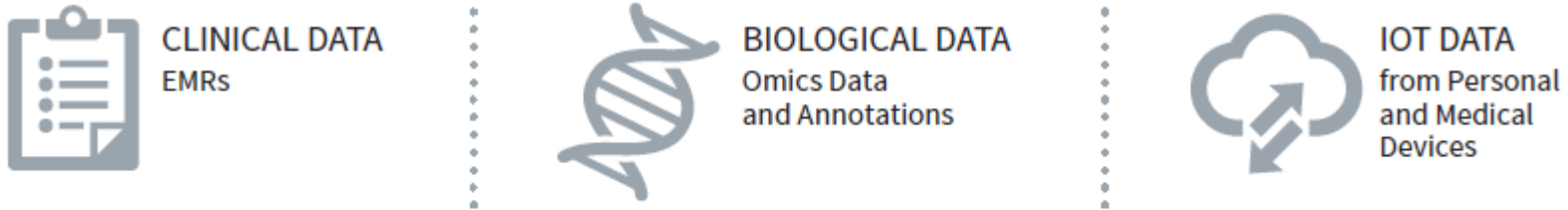
Simpler collaboration




with peers; securely and data privacy compliant

SAP Connected Health platform



SAP Connected Health platform powered by Dell and Intel

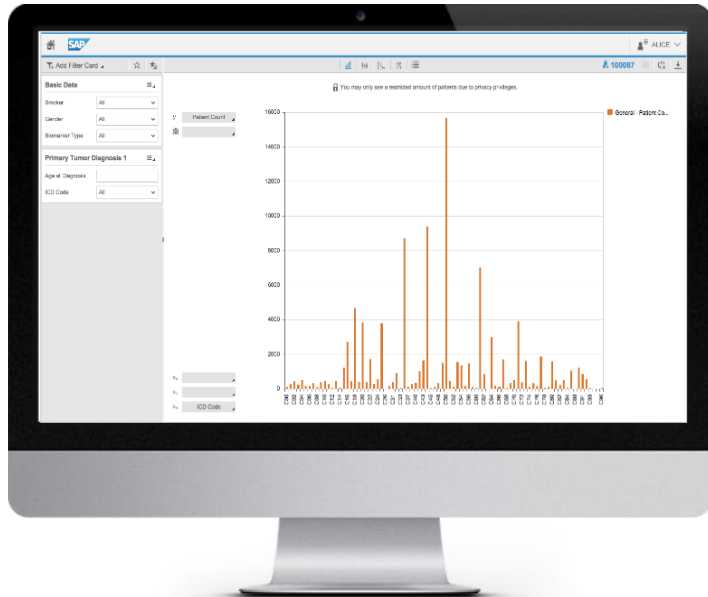


| | |
|---|--|
|  | <p>SAP® Connected Health Platform</p> <p>SAP platform for personalized-medicine applications by enabling processing and real-time analysis of big medical data from various sources, in a single system, powered by SAP HANA.</p> |
|  | <p>Dell® Reference Architecture</p> <p>Standardized SAP HANA infrastructure based on Dell's most powerful servers for worldwide deployment, rapid setup and provisioning in an optimized way.</p> |
|  | <p>Intel Inside®</p> <p>Intel® Xeon® processor E7 family and Intel® Solid State Drives delivering outstanding performance, scalability, and reliability for real-time health analytics.</p> |

SAP HANA – Enabler in Memory Computing

| Innovation | Benefit | Application |
|--|---|---|
| Multi-core architecture | Massively parallel execution | High throughput sequencing analysis |
| 6 TB DRAM servers | Large Data Sets in-memory | Genomics, proteomics and patient data |
| Compression (5-20x) | Large data sets in-memory | Genomics, proteomics and patient data |
| Combined Column and Row Store | Column = Fast Queries | Adhoc queries using clinical data |
| Partitioning: In-Database computing | Analyze large data sets Complex computations | Genome alignment Proteomics and Imaging data |
| No aggregate tables | Flexible modeling No data duplication | Data Model for combined clinical and omics data |
| Text Analytics | Use of unstructured data | Physician's letters Scientific Literature |

Overview of SAP Medical Research Insights



Slice, dice, and dive deep into research and clinical data

Access and analyze diverse medical data

- **Analysis of Big Data**
Structured and unstructured data, including genomics, proteomics, and other omics data, in real time through user-friendly interface
- **Real-world data analysis**
Capture and explore longitudinal patient data with real-world evidence.
- **Ad hoc reporting**
Harmonization of data from many sources and representation with easy visualization
- **Secure platform to understand, predict, and decide**
Analyze data and run scenarios for hypotheses building and validation, shaping (pre)clinical studies and delivery of new drugs, devices, and care.



NCT: Gaining Medical Insights and Enhancing Care for Cancer Patients with SAP HANA®

Organization

National Center for Tumor Diseases (NCT) Heidelberg, part of the German Cancer Research Center and the Heidelberg University Hospital

Location

Heidelberg, Germany

Industry

Higher education and research

Products and Services

Patient care; cancer research and prevention

Web Site

www.nct-heidelberg.de

Objectives

- Start treatment of cancer patients by establishing a protocol on day one that is tailored to their specific genetic profile
- Generate ideas for future trials based on analysis of patient attributes, including genetic variations and mutations
- Extract biomarker data from patient evaluation letters from physicians

Why SAP

- The SAP HANA® platform enables consolidation of and real-time access to various structured data sources, such as tumor documentation, medical records, and clinical trials, and unstructured data sources, such as physician evaluation letters, treatment guidelines, trial reports, and medical publications
- Fast, ad hoc reporting of treatment histories by patient attributes and survival rates from a central data warehouse

Benefits

- Real-time identification of cancer types to enable the grouping of patients by relevant characteristics
- Insight into treatment response and outcome probability by diagnoses
- Detailed view of previous treatment activities, including, for example, diagnosis, chemotherapy, surgery, and home visits
- Real-time visibility into current and upcoming clinical trials to match patients for participation based on profile data and treatment needs

“The project showed we could integrate various data sources, extract relevant information, and present it to physicians in a way that enables surprising new insights. In the future, we would like to use SAP HANA at every diagnostic and therapeutic step, because every cancer is different and can vary immensely from one patient to the next.”

Prof. Dr. Christof von Kalle, Head, National Center for Tumor Diseases (NCT) Heidelberg

Faster diagnosis

More than 10,000 new patients seen each year since 2011

Greater visibility

Detailed view of patient history extracted from both structured and unstructured data sources

High data volume

150,000 data sets in combination with 3.6 million data points successfully analyzed during a proof-of-concept test

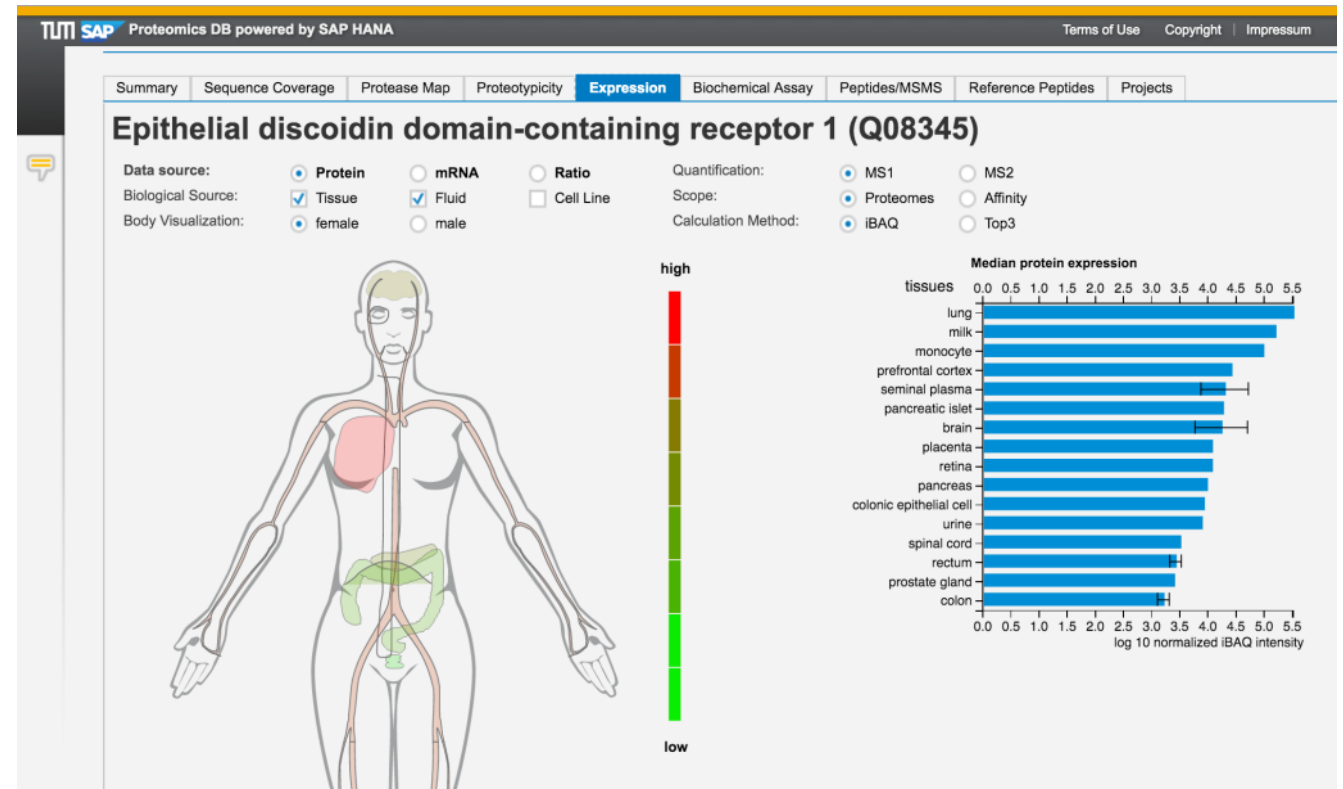
Faster matching

Quickly match patients for participation in the right clinical studies



Browsing and analyze proteome data

- Offers a complete map of human proteins (proteome) to improve the understanding of physiological processes
- A public, free-of-charge platform powered by SAP HANA managing terra-bytes of human proteomics data
- Published in **Nature** May 2014 (selected as cover story)
- Collaboration with TU München, JPT, Cellzome
- 2015 release added experimental planning, drug potency analysis, experiment planning





**Running Live
is the way forward**

**SAP Personalized Medicine Forum
July 6–7, 2016
Bonn, Germany
Registration page**

clemens.suter-crazzolaro@sap.com

Tel:+4916090819863

“Wege entstehen dadurch, dass man sie geht” Franz Kafka