



Making Digital Healthcare a Reality

IoE Services and Solutions for
Connected Health

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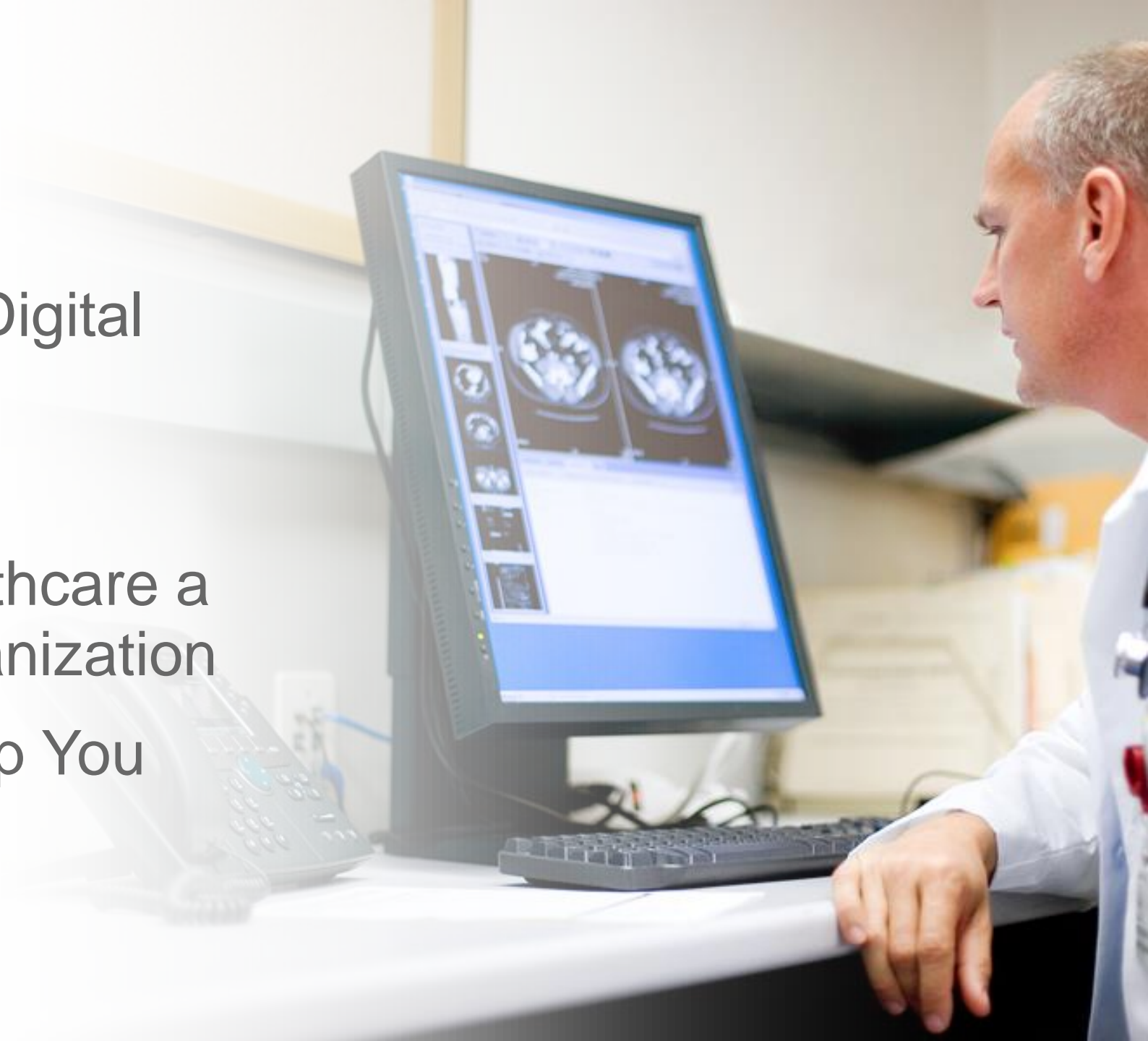
Director, AS

IOE HC Solutions & Services Practice



Agenda

- What's Driving the Digital Evolution
- Digital Healthcare
- Making Digital Healthcare a Reality in Your Organization
- How Cisco Can Help You



The Digital Evolution

What's Driving the Digital Evolution

**Explosion
of Data**



**Government
Regulations**



**Proliferation
of Devices**



**Tech Savvy
Consumers**



**Remote
Monitoring**



**Wearables
Devices**



The Digital Transformation Opportunity

\$9.3B

EHR market in 2015,
growing thru 2018

\$34B

Telemedicine market by
2020

70M

People in the US
wearing trackable
devices

65%

of nurses use mobile
devices at work

> Enhance the Patient Experience

> Increase Revenues

> Increase efficiency and productivity

> Lower Operating Costs

> Mitigate risk

\$4T

Succeeding in the Digital World

Personalized Care

“The patient can see you now”

Reimagined Workflows

Collaboration at the intersection of humans and machines

Platform Revolution

Connecting an ecosystem and industry

Intelligent Organization

Big data, smarter decisions

Outcome-Based Care

Focus on outcomes, not service



Digital Healthcare

Connecting the Unconnected

Enabling Digital Healthcare

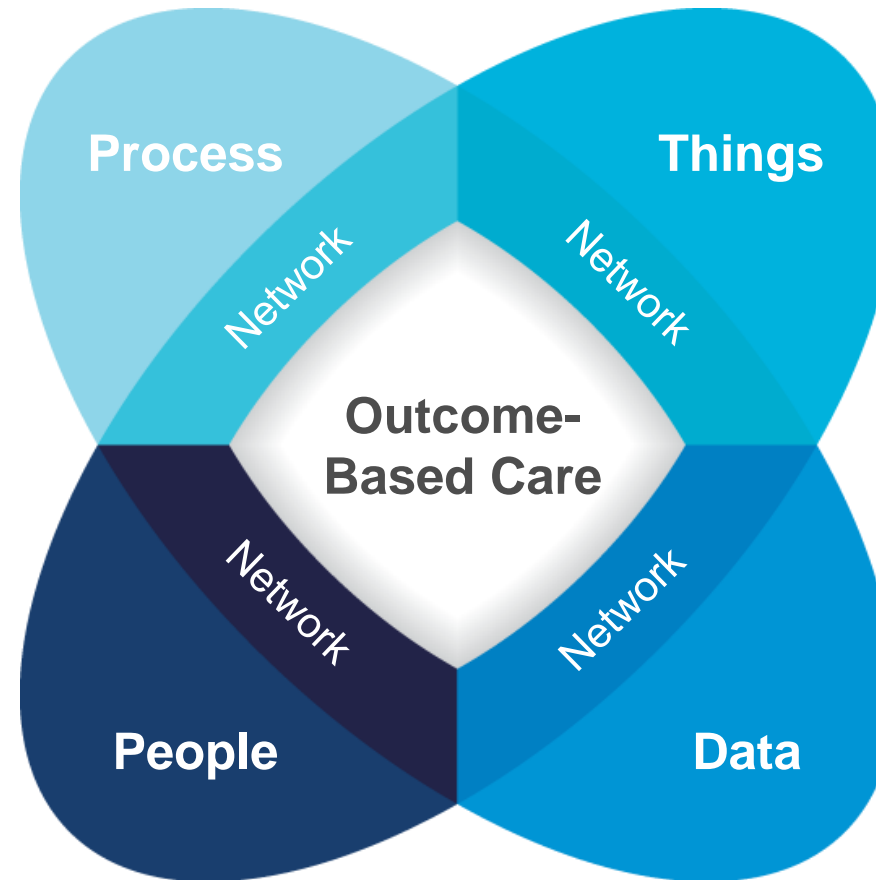
Connecting People, Process, Data and Things

Reimagined Workflows:

Connecting clinicians and machines for improved workflows

Personalized Care:

Connecting clinicians and patients in meaningful ways



Platform Revolution:

Connecting machines to the internet and each other to redefine ecosystems

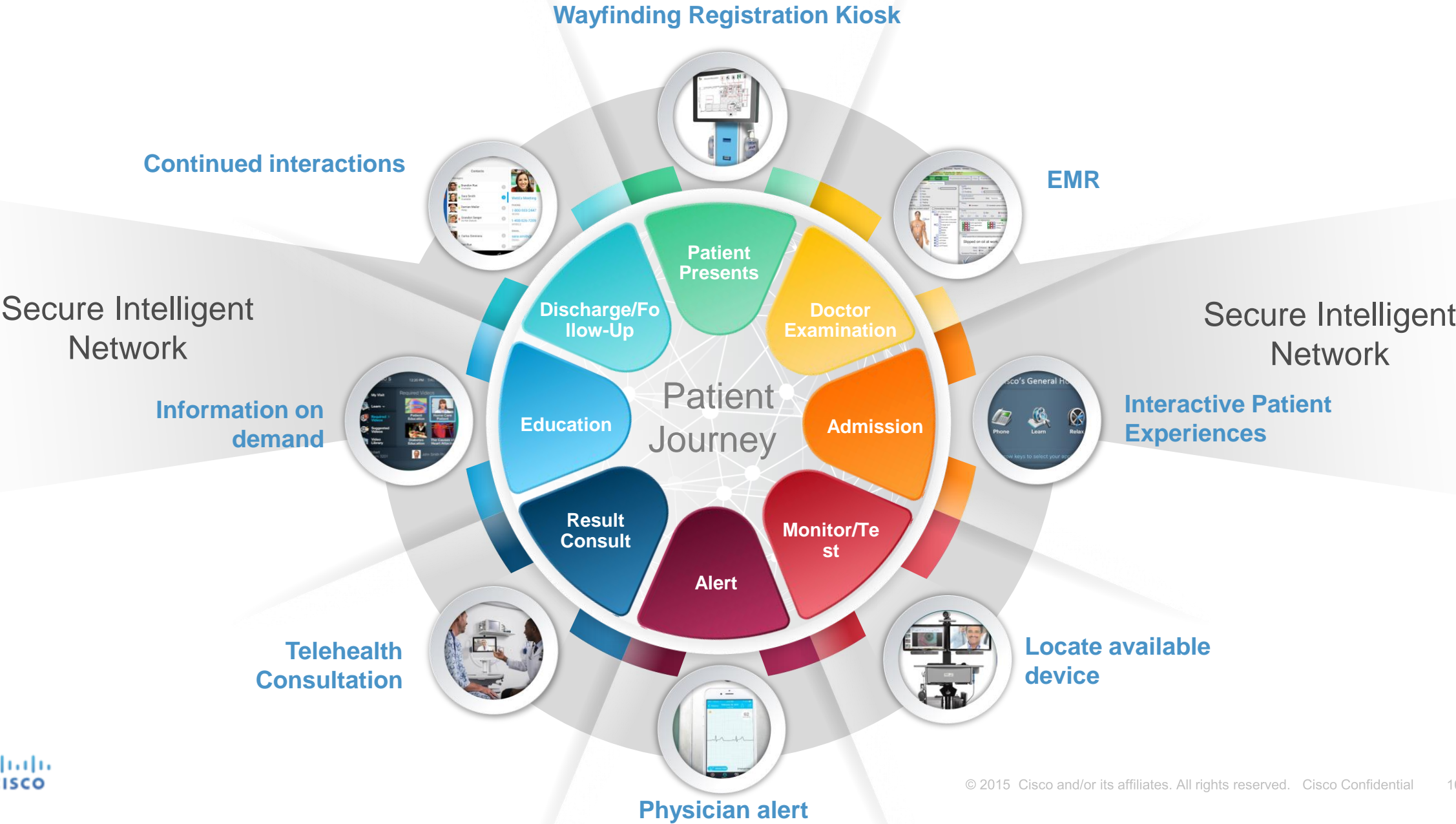
Intelligent Organization:

Leveraging data to support decision making

”

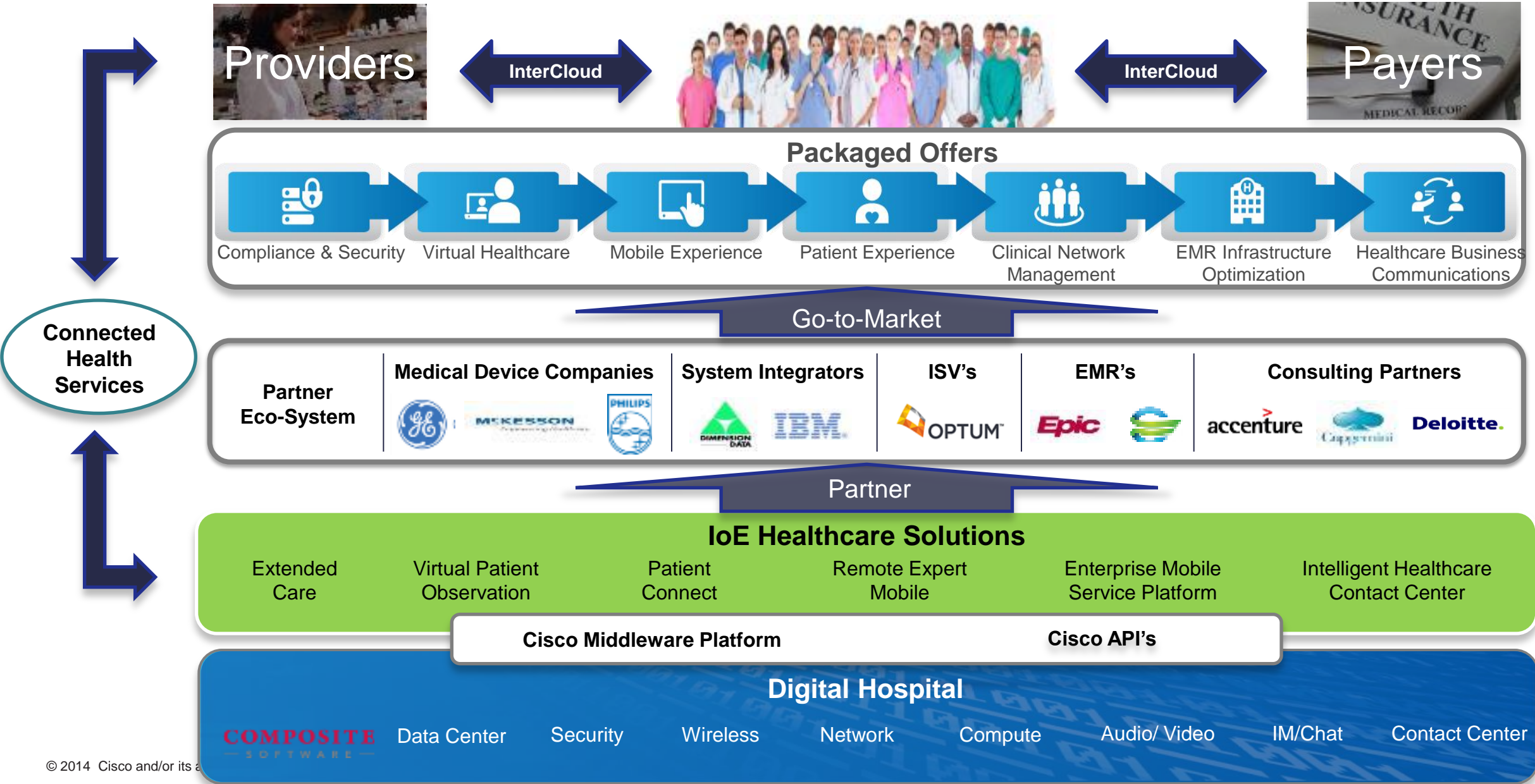
Imagine having the right information, at the right place and at the right time. Data powerful enough to make critical care decisions. The Internet of Everything is making this possible.

A Digital Healthcare Patient Experience



Making Digital Healthcare a Reality in Your Organization

Bringing it All Together – The Strategy



Connected Health Customer Journey

Business
Consulting

Technology

Strategy &
Operations

Joint Partner
Business &
Clinical
Assessments

Technology
Assessments

Architecture
Designs

Subject
Matter
Expertise

Cisco & Joint
Partner
Solution
Implementatio
n

System
Integration

Optimization

Custom
Application
Support

Adoption



Plan



Build



Manage

Enhanced Business Outcomes

**Improved
Patient
Satisfaction**

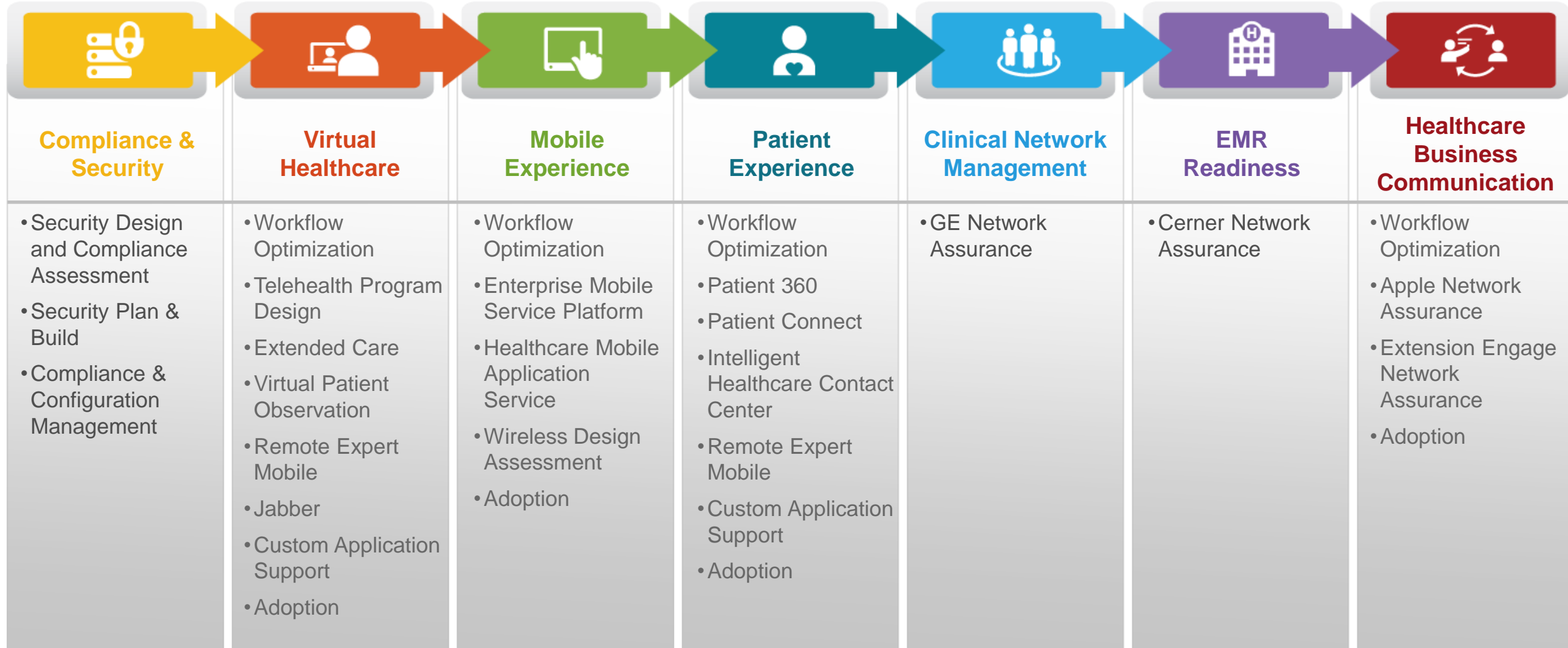
**Optimized Care
Coordination
and
Collaboration**

**Improved Clinical
Efficiency –
Optimized Data
Workflow**

**Bending the Cost
Curve while
Improving Patient
Care**

Connected Health Service Offers

Enabling Digital Transformation in Healthcare



**Digital
Healthcare**




- Digital Hospital Strategy
- Connected Health Technology Assessment

- Connected Health Optimization
- Connected Health Plan & Build

- System Integration
- Subject Matter Expertise

Connected Health Services

Partnership Overview

-  Existing Capability
-  Work in Progress
-  Roadmap



Compliance & Security

Virtual Healthcare





















Mobile Experience

Patient Experience

Clinical Network Management

EMR Readiness

Healthcare Business Communication

| | | | | | | |
|---|---|--|---|--|--|---|
|  |  Extended Care |  Wayfinding |  Patient Connect |  "Cisco Inside" |  "Cisco Inside" |  "Cisco Inside" |
| |  Virtual Patient Observation |  EMSP |  Intelligent HC Contact Center |  GE Network Assurance |  Cerner Network Assurance |  Apple Network Assurance |
| |  Remote Expert Mobile |  awarepoint Real-Time Awareness Solutions |  Remote Expert | | |  Extension Engage Network Assurance |
| |  Jabber |  STANLEY. Healthcare |  Integration Platform | | | |
| | | | Scheduling Service/ e-ceptionist | | | |

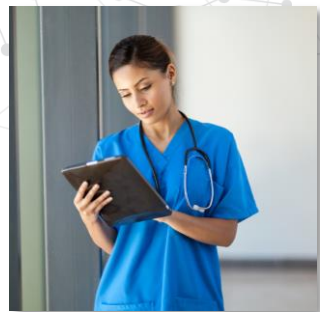
Connected Health Solutions



Patient Connect



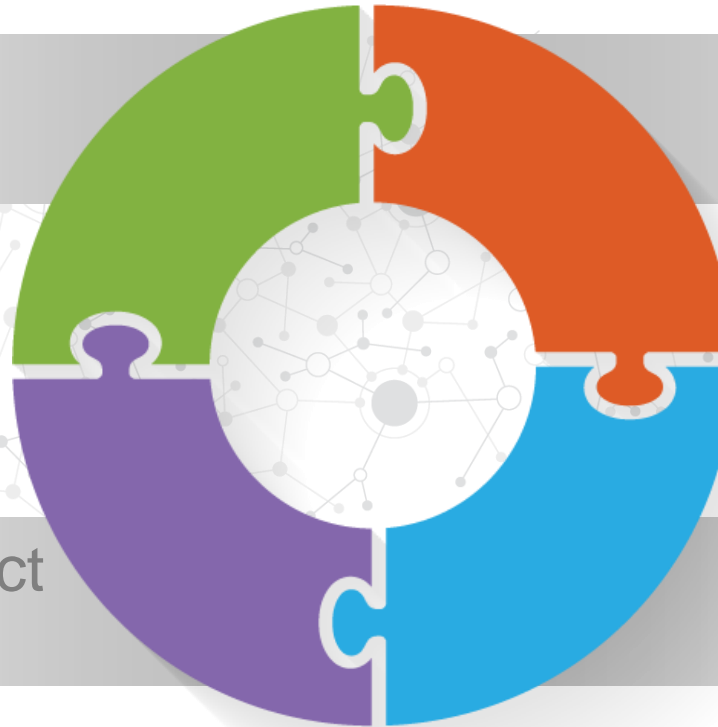
Extended Care



Intelligent Contact Center



Virtual Patient Observation



Bringing It All Together

Enhanced Business Outcomes

Improved Patient Satisfaction

Optimized Care Coordination and Collaboration

Improved Clinical Efficiency – Optimized Data Workflow

Bending the Cost Curve while Improving Patient Care



Healthcare IoE Solutions & Services

Cisco Intelligent Network

Making IoE a Reality in Your Organization