Inspirational Webinar Series

HOW TO TRANSFORM YOUR MEDICAL DEVICE INTO A COMPLIANT CONNECTED CARE SOLUTION IN LESS THAN 4 MONTHS We will begin at 11:00 am cet

BioT



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Creating Opportunities

Welcome to the **MVA Inspirational Webinar Series**

- You're automatically muted
- Use chat for technical questions
- Use Q&A for questions to our speakers
- Please note that this event will be recorded, you will receive an e-mail with a link to the recordings and an opportunity to provide us with feed back

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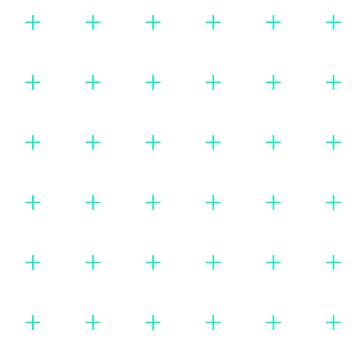
Aline Noizet – Moderator **Barcelona Health Hub - BHH**

Introductions and Agenda

Creating Opportunities



Webinar



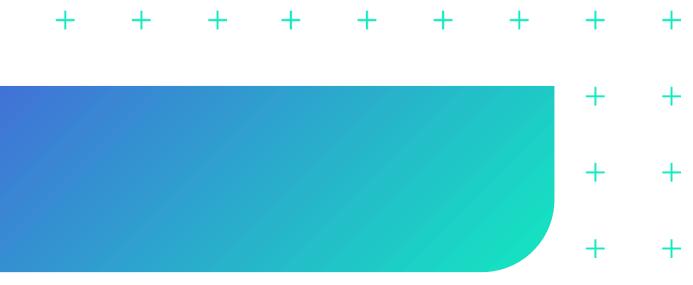
How to transform your medical device into a compliant connected care solution in less than a month

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Agenda

- Importance of moving healthcare from hospital to the home
- Challenges of medical device companies
- The big dilemma: to build or to buy the medical grade IoT platform
- Benefits of off-the-shelf IoMT platforms
- How to choose your platform: expert tips









REMOTE PATIENT MONITORING

- Remote patient monitoring (RPM) uses digital technologies to *remotely* collect medical and other forms of health data from individuals
- Can collect a wide range of health data from the point of care, such as vital signs, weight, blood pressure, blood sugar, blood oxygen levels, heart rate, and electrocardiograms
- RPM has several benefits including reducing the number of hospitalizations, readmission and lengths of stay in hospitals, increases care coverage and frequency, provides care for recovering patients at home given the shortages in acute care facilities and enables older and disabled individuals to live at home longer
- RPM is also a huge cost and time saver for both healthcare providers and patients

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Sbiot Solution

- Fully integrated RPM, hospital, patient and other apps in the health ecosystem are critical
- Today's companies don't have to build from scratch
- BioT offers off-the-shelf IoMT platform
- Enabling medical device providers to quickly and seamlessly integrate into this 'new world paradigm'

Creating Opportunities

Our Speaker



Hanan Drobiner,

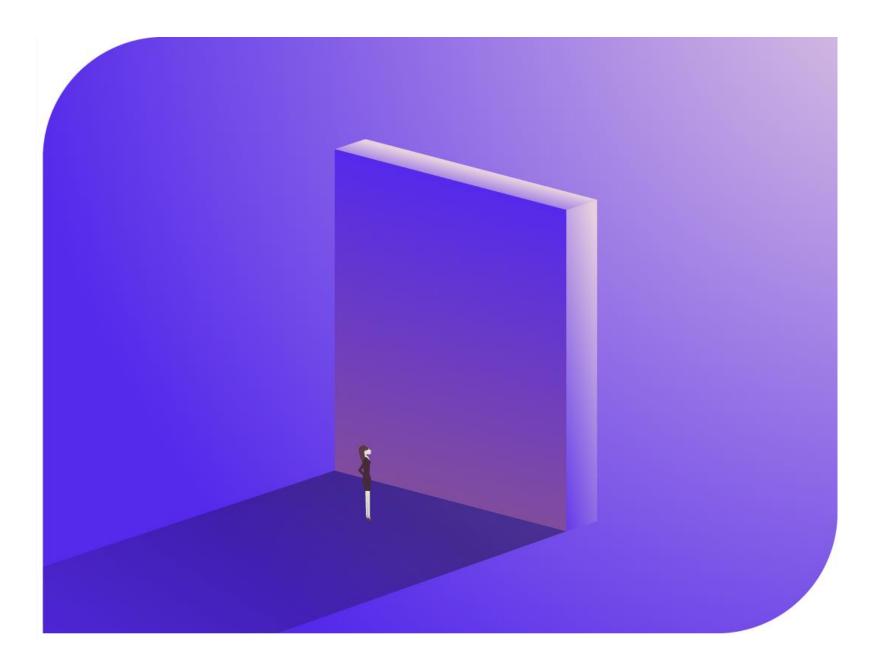
Global Business Development Director

BbioT

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Adoption Barriers for Remote & Home Care are High



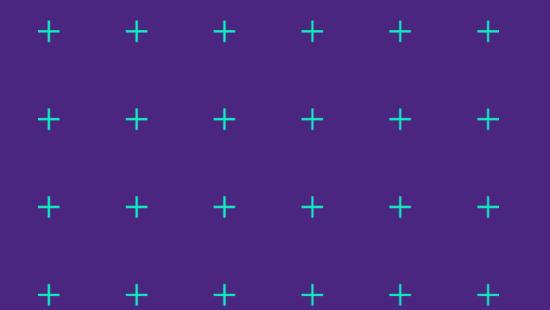
- Non-core competency lack of domain expertise
- Compliance with data privacy and cyber security regulations and threats
- Significant gaps between data collection and actionable based insights
- Limited adherence of patients
- Continuous need to invest in developing tools to comply with regulations
- Integration with existing health information systems

Long and costly time to market



Big Dilemma of Medical Device Companies

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Complex and Costly In-house Journey to Remote Care

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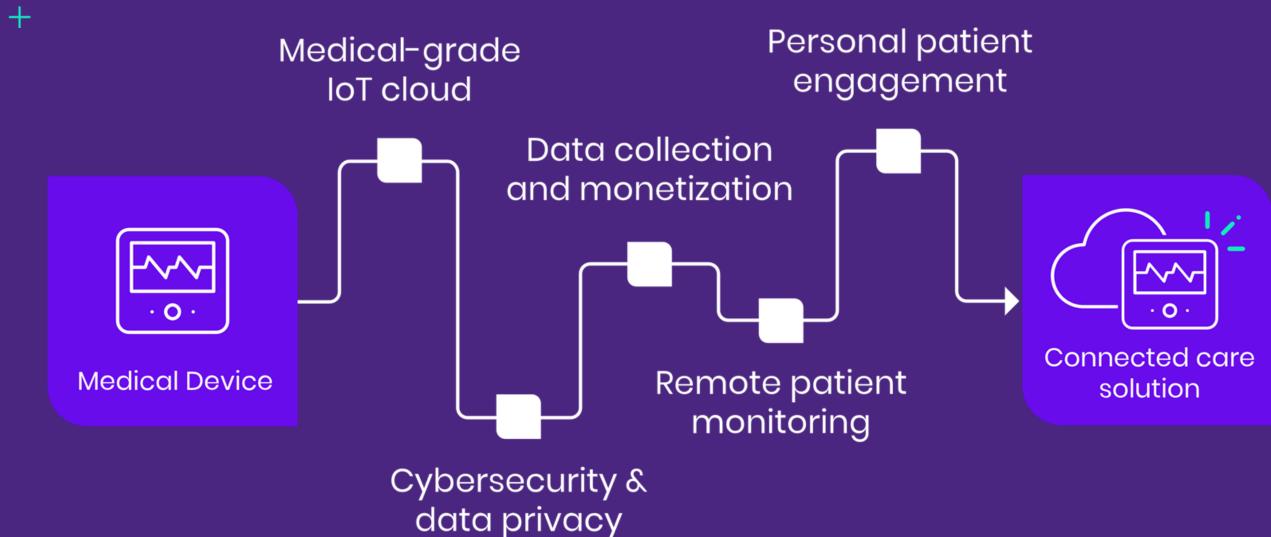
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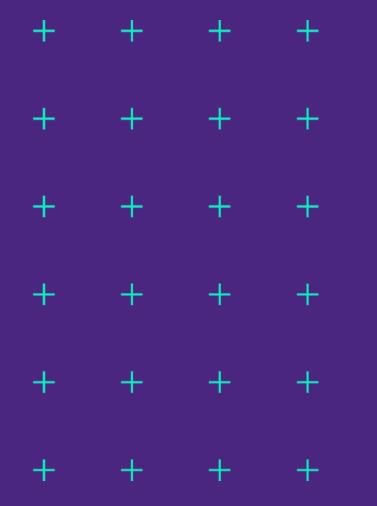
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Remote Care Journey With IoMT Platforms



Huge reduction of time and cost-to-market



How to Choose the Right Platform?



- Complying with both global and local regulation
- Risk of liability over cyber security and data privacy breach related to the data, connectivity and cloud

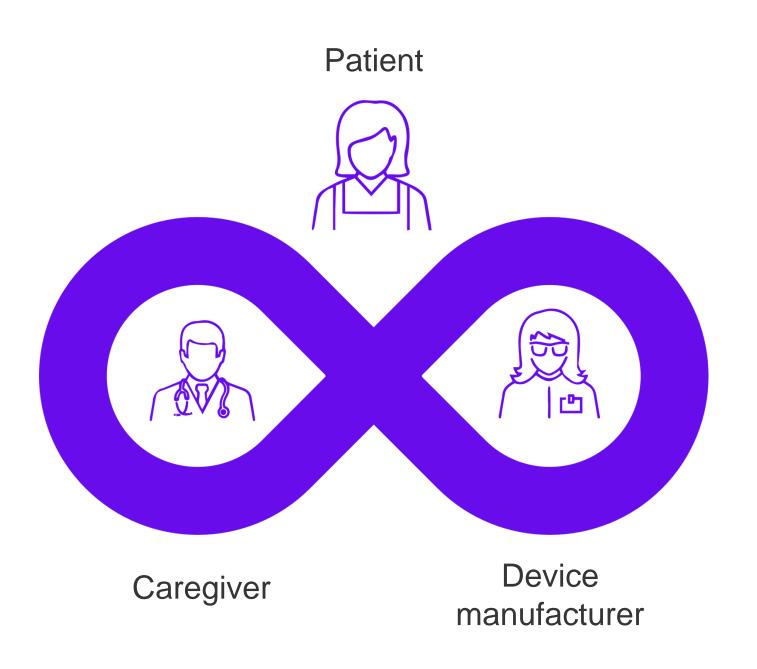


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Partnering with certified companies secures full offload from the compliance and regulation liability



How to Choose the Right Platform? **Tip #2: Collaboration**



- prescribed regime
- reversed through behavior change



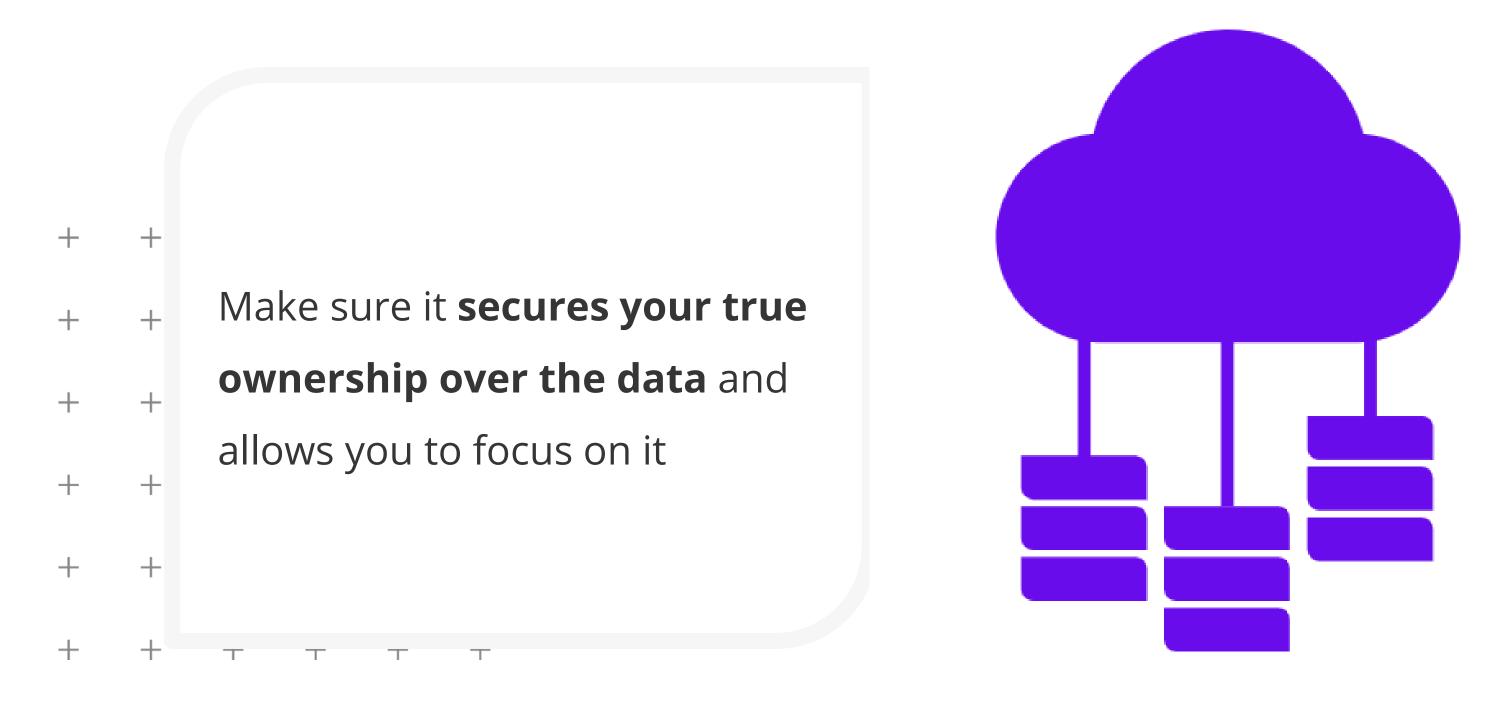
Patient engagement solutions play a critical role in improving patient adherence and behavior, and therefore successful outcomes

 Ensuring that in-home treatment would be as effective as in hospital and the patient understands the protocol and follows the

Quickly responding to abnormal events Many diseases could be modified or even



How to Choose the Right Platform? Tip #3: Data Ownership



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Unlock the Full Potential of Medical IoT with BioT



Connect

Connect medical devices to the cloud easily and securely using ready-made modular templates



Collaborate

Boost personalized engagement and improve health outcomes through collaboration between patients,caregivers, medical device and pharma companies



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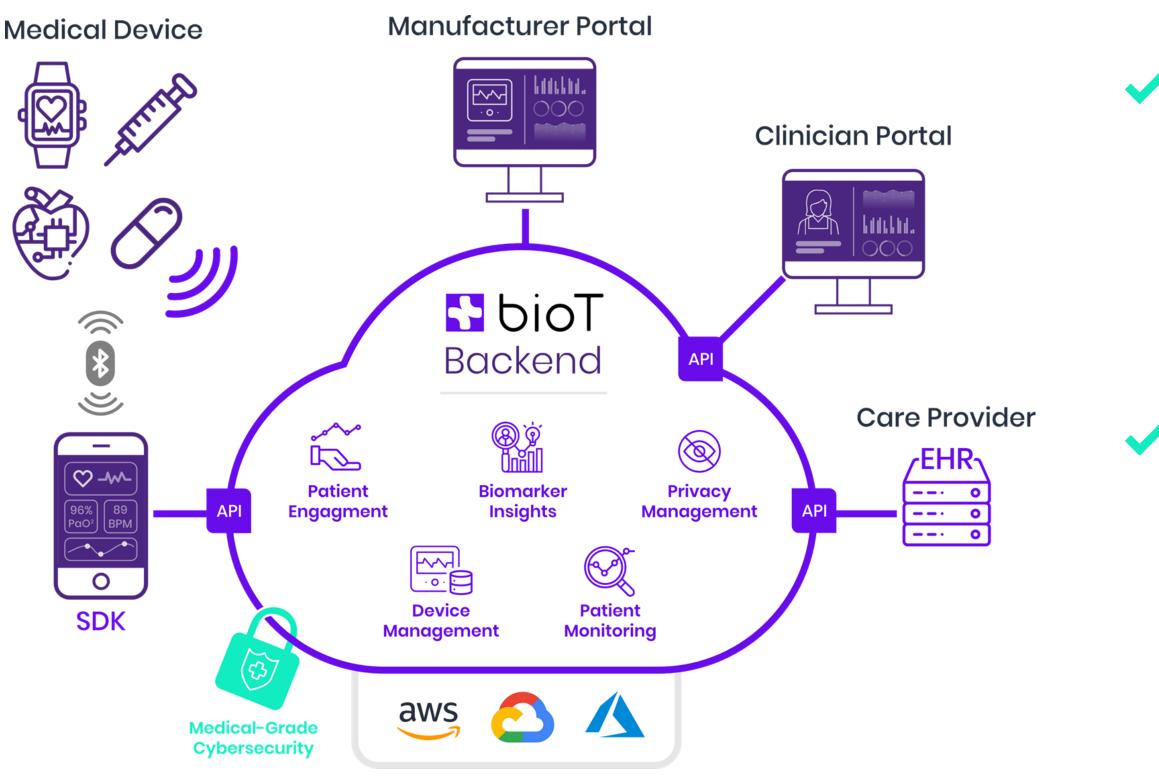
Care

Use data-driven actionable insights to improve clinical decision-making and care experiences





BioT - No-code PaaS to get your devices on the cloud to $d_{+}^{\dagger} t d_{+}^{\dagger} d_{+}^{\dagger} d_{+}^{\dagger}$

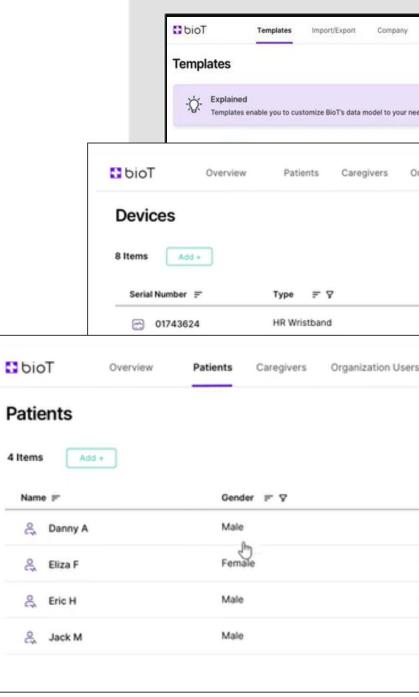


- Reducing the time to build a Connectivity, Collaboration and Care solution from one year to one month!
- 100% regulated, compliant and security focused cloud solution



Drag & Drop Modular Templates & Algorithm Plug-in

- Built-in healthcare workflows
- Code free no development
- Drag and drop to customize the interface to your needs
- Plug in your own algorithms and run them on the cloud
- Instantly integrated with EHRs, BI systems, data research and operation tools



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Maximizing the Potential of Home Devices

Patient Outcome

Physician follow-up Emergency Management ✓ Adherence ✓ Safety

Clinical Trials & PMCF

- Efficacy analysis
- Patient Engagement
- ✓ Pharmacovigilance



Revenue

Remote patient monitoring reimbursement ✓ Medical Device as-a-Service

Clinician

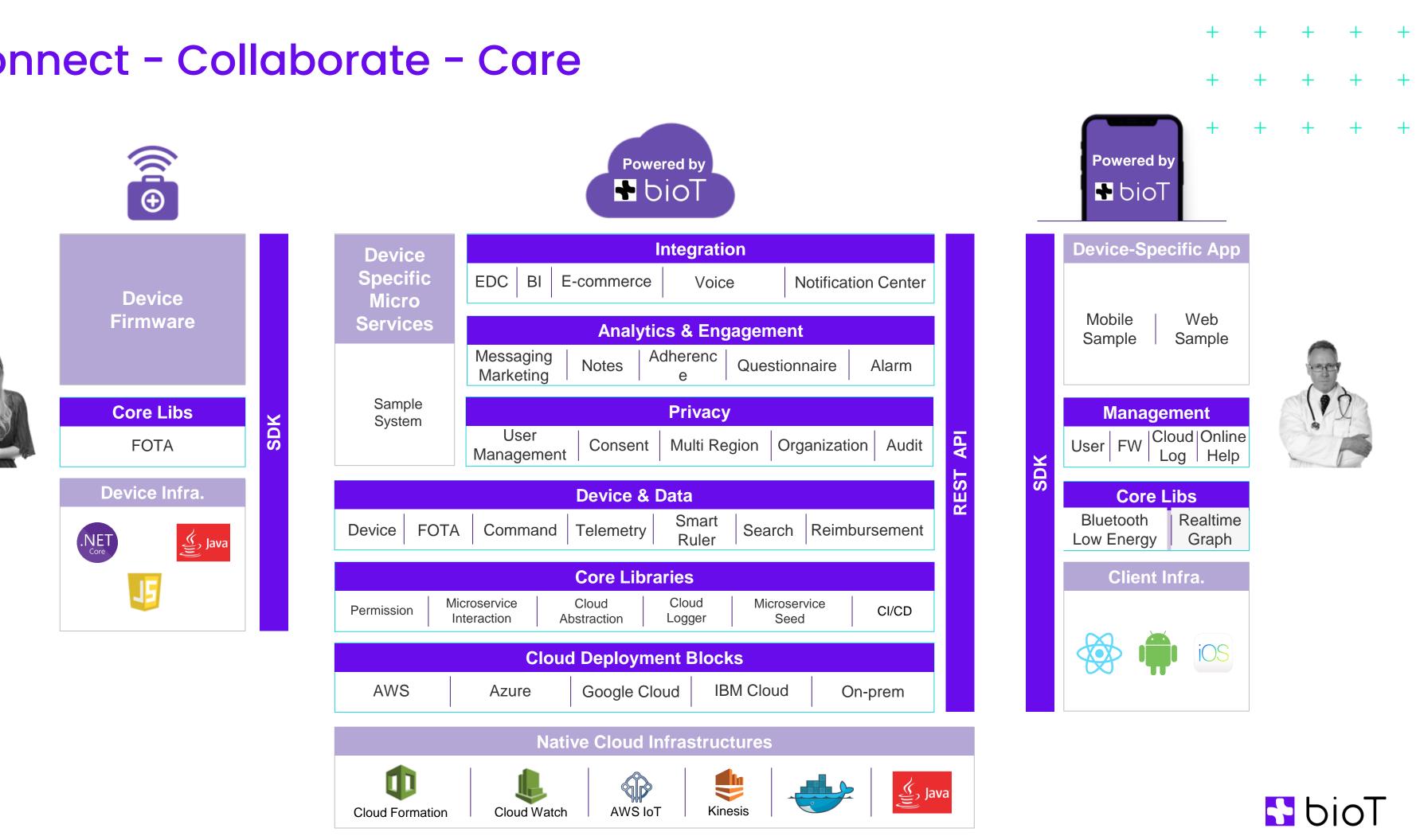


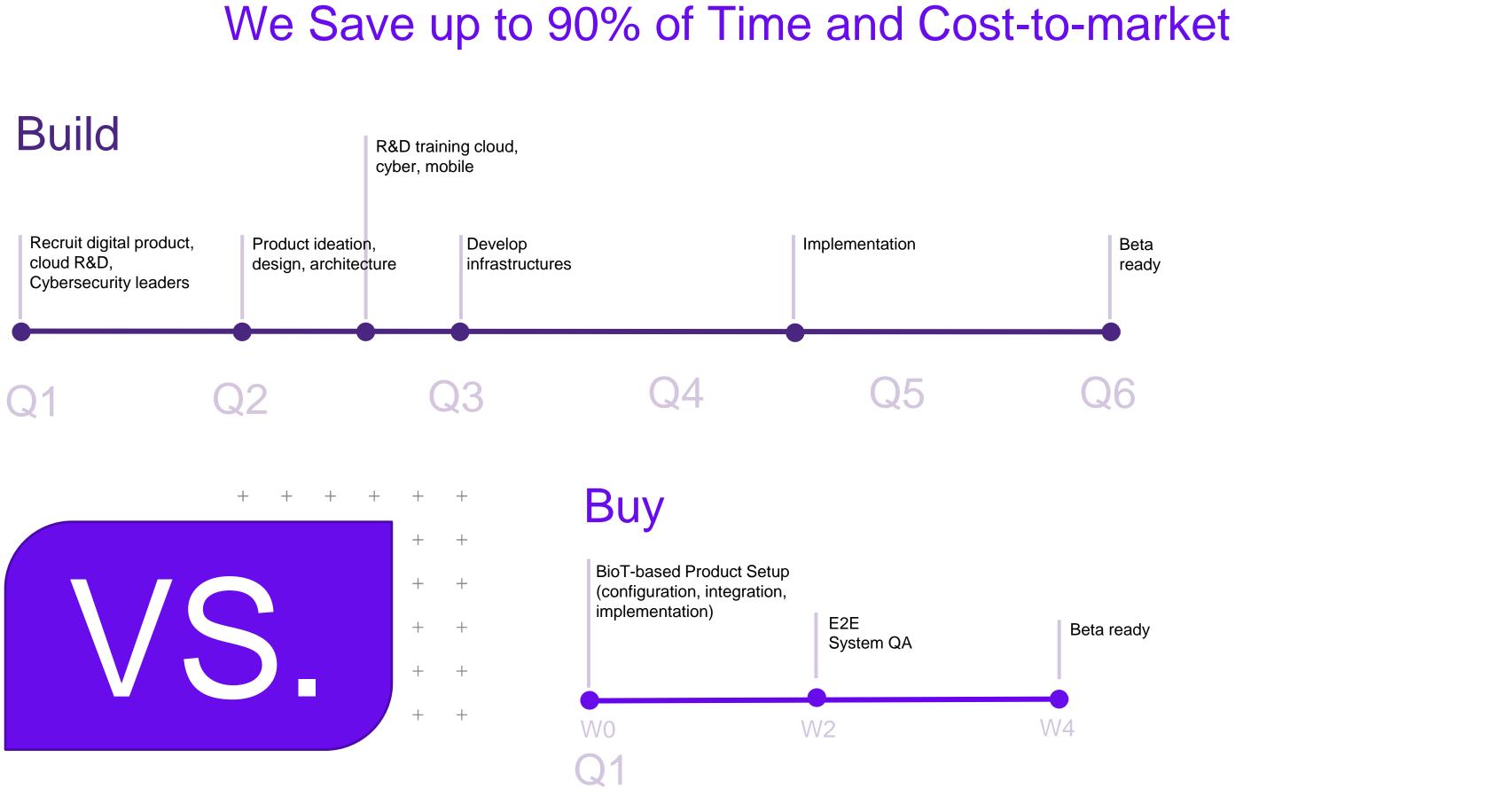






Connect - Collaborate - Care





*Process of development of an IoMT solution, based on BioT implementations vs. industry standards



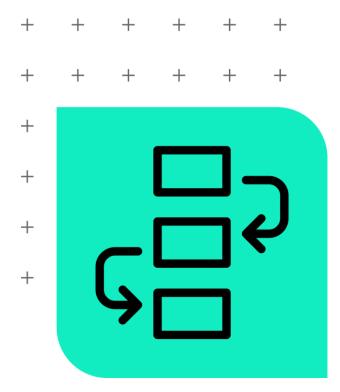
BioT Solves the Common Complexities, Allowing to Focus on Real Differentiation



Reducing privacy and cybersecurity risks

Saving up to 90% of Time and Cost to Market

Cutting Operational Costs by up to 5 Times



Built-in remote care and patient engagement workflows



Save Ongoing Risks and Costs







Cybersecurity Updates Data Privacy Regulation Changes Support of New Reimbursement Methodologies



Cloud Usage Optimization

Feature Enhancements and Bug Fixes



Our Message to Medical Device Companies

- Possible pitfalls:

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Exhausting the resources Utilizing unrefined algorithms Introducing unnecessary risks Losing focus, trust & missing adoption



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They Chose to Buy







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Thank you for joining us today!

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Please visit mva.org for coming MVA webinars or contact David Zepernick (dz@mva.org)



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