

# Addressing the entire healthcare ecosystem with connected technology

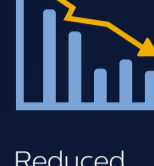
The shift to value-based care means that the pressure is on to achieve better clinical outcomes at the lowest possible cost. Managing care from hospital to home efficiently presents a number of challenges:



Growing healthcare costs



Rising readmission rates



Reduced reimbursements

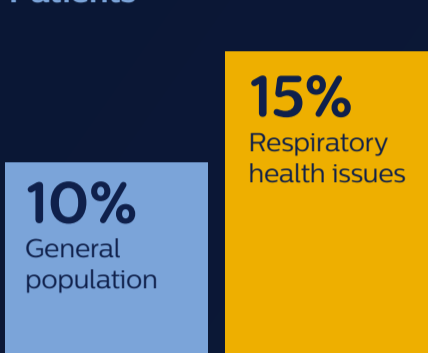
From patients to physicians to equipment providers, each group faces varied challenges, and it has become increasingly difficult to provide efficient, effective care – especially for those suffering from chronic conditions.

## Understanding connected care's potential

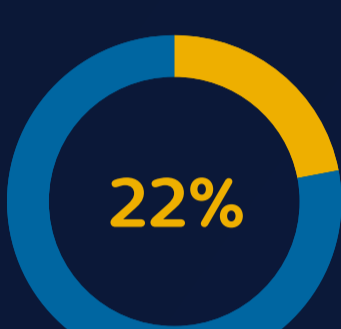
Connected health technologies can address the needs of people, physicians, and equipment providers alike by providing better care, lowering the cost burden and caring for larger populations. The entire healthcare industry sees the potential:



### Patients



Those with respiratory health issues are more likely than the general population to say they use connected care technology to track their sleeping habits.<sup>1</sup>



About a quarter of individuals who report having sleep apnea use connected care technology to track their sleep habits.<sup>1</sup>

### Equipment providers

Remote patient monitoring shows significant benefits on clinical outcomes and cost of healthcare:

Remote patient monitoring revenues expected to reach

**\$27.4B**  
by 2020<sup>2</sup>

Revenues for mobile healthcare programs are predicted to account for

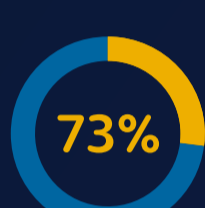
**46.3%**  
of total revenues  
by 2020<sup>2</sup>



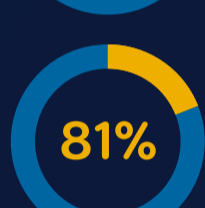
The number of remotely monitored patients is predicted to reach

**36.1 million**  
by 2020<sup>2</sup>

### Physicians



73% of healthcare professionals said connected care technology was important to improving the prevention of medical issues.<sup>1</sup>



81% of healthcare professionals say connected care technology is important to improving home care services.<sup>1</sup>

## Innovating holistic solutions to enable better care

Philips innovates based on the idea that the right combination of technology, patient education and physician support can enhance the quality of care.

Philips enables the care of more than  
**8.5M**  
people through its cloud-based patient monitoring systems<sup>3</sup>

**58%**  
more people reported using their PAP therapy every night when they used Philips DreamMapper<sup>4</sup>

Philips Patient Adherence Management Service (PAMS) has been shown to increase patient adherence by  
**49%**  
on average<sup>5</sup>

Connected technologies help to achieve the best clinical outcomes at lowest possible costs;

This technology turns data into action insights, allowing providers to make to make fast, informed decisions for more personalized care;

Data can be shared between patient, physician, provider and even payer, to better manage larger populations, assess risks, and reduce unplanned visits.

Philips has collected more than **2.8 billion nights of cloud-based data** from more than **5.8 million connected devices** worldwide to help inform the way we innovate new solutions and streamline care for the patients, providers and physicians we serve.<sup>6</sup>

Through seamless care, which brings together people, technology and data, the healthcare industry can break the boundaries of chronic disease management and empower patients to lead a healthier life.



1. [www.futurehealthindex.com/report/2017/chapter/1138/key-findings/](http://www.futurehealthindex.com/report/2017/chapter/1138/key-findings/)  
2. [www.bergrinsight.com/ReportPDF/Summary/bi-mhealth7-sum.pdf](http://www.bergrinsight.com/ReportPDF/Summary/bi-mhealth7-sum.pdf)  
3. Based on snapshot data from Philips Encore Anywhere database. Total patient records managed through Encore Anywhere = 8,558,010 as of July 2018.  
4. 19% of DreamMapper users used their therapy 100% of the nights over 90-days versus 12% for the Standard Care users, a 58.33% increase. In a retrospective review conducted by Philips Respirics of the EncoreAnywhere database (whitepaper (PLEASE PROVIDE WHITEPAPER URL)) that compared DreamMapper patients (n=85,077) to users who did not use it (n=87,602).  
5. Retrospective study using 2014-2016 EncoreAnywhere data from 12 Home Care Providers using PAMS for at least six months. Adherence measured by CMS Compliance guidelines - minimum of 4 hours of use over 70% of the nights during a consecutive 30 day period within the first 90 days of use.  
6. Based on snapshot data from Philips Encore Anywhere database. Total nights of sleep therapy data stored within Encore Anywhere for US companies = 2,849,488,597 as of July 2018. (1 patient for 1 night where usage was greater than 0 from the period of 1/1/2007 through 7/3/2018 = 1 night of data). Unique Serial Numbers of devices downloading data for US companies in EA during time period of 1/1/07 through 7/3/18 = 5,807,718

To learn more about the importance of connected care, please visit [www.philips.com/ConnectedCareInsights](http://www.philips.com/ConnectedCareInsights)