



Driving growth through Healthcare Informatics

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Key takeaways

- Healthcare Informatics is poised for **significant growth** globally
- Our integrated informatics solutions address challenges **across the hospital systems enterprise**
- We use artificial intelligence **at the point of care** to optimize clinician experience
- Healthcare Informatics has a **high gross margin, recurring revenue** with a strong **customer retention** business model

Challenges in healthcare informatics



CIO challenges

- Rising costs
- More data
- Interoperability
- Hospital consolidation
- Threat of cyber attacks
- Greater demand for connectivity
- Too many vendors



Clinician goals

- Improve clinical workflow
- Provide definitive diagnosis
- Improve patient outcomes in value-based environment
- Enhance patient experience

IntelliSpace Enterprise Edition solves CIO challenges

Leader in Cardiology, Radiology and Oncology solutions

One managed service offering for clinically-rich IntelliSpace solutions

- **One** vendor
- **One** universal unstructured data manager
- **One** delivery model for upgrades and support monitoring

Significant experience in data management

- **145 billion** images
- **23 petabytes** imaging data



Projected **total cost of ownership savings**

USD 11.1 million

Five-year projected savings at **UCHealth** for Radiology and Cardiology consolidation and standardization

✓ Manage security

✓ Improve total cost of ownership across the enterprise

✓ Simplify connectivity

Delivering value to the clinician by streamlining patient experience

**Speed-up
workflow**

77%
time savings

Reduce the time to process complex vascular cases

**Improve report
quality**

25%

Errors reduced for echocardiographic reporting

Work faster

31%

Use of smart display protocols vs manually production

**Lower analysis
time**

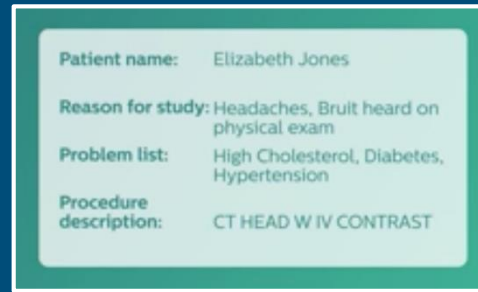
20%
to
30%

Philips IntelliSpace Portal
MedStar Washington Hospital Center

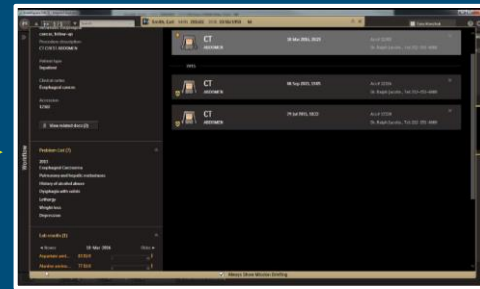
Enhancing the physician experience, not replacing them

The future is a contextually driven adaptive intelligence

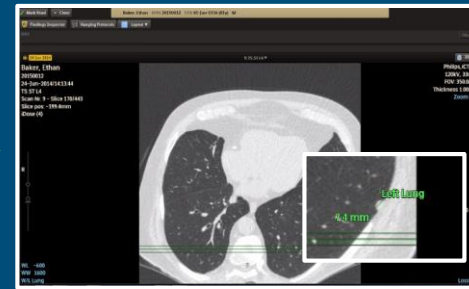
Illumeo solution



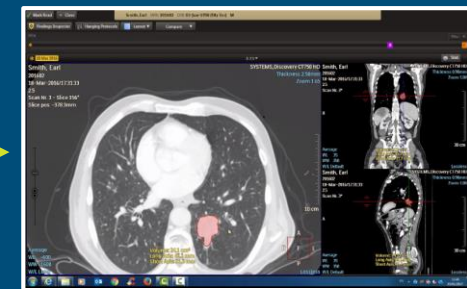
Patient Description



Mission Briefing to get the patient overview at a glance



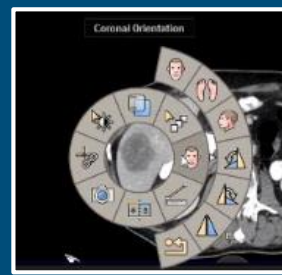
Tailored workflow experience and incident findings



Workflow Optimization
Quantification on the fly



Manage all findings centrally



Smart inspection tools available in context



Automation of priors comparison



Measurement Consolidation

Healthcare Informatics delivering strong growth

Important future profit driver...

Strong order intake

✓ **High** gross margins

Longer contracts

✓ **Recurring** revenue

Significant R&D investments

✓ **Innovative product pipeline**

**...as well as reinforces our market presence
and influence**

Differentiator for Philips solutions

✓ Stronger **customer retention**

✓ Key component of **large scale projects**

✓ Combining capabilities to **strengthen
other Philips businesses**



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