

HP Healthcare Transformation Solutions

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TODAY, HP IS THE LARGEST TECHNOLOGY COMPANY IN THE WORLD

We're committed to using our products and services to unleash new possibilities and have a meaningful impact on business and life.

- Fortune 10 – U.S.
- Fortune 32 – Global
- Doing business in approximately 170 countries
- 304,000 employees
- 145,000 sales partners
- 210,000 service partners
- 88,000 retail locations

HP Is The World's Largest Healthcare IT Company

HP's broad product portfolio

Printing, PCs/Desktops, Handhelds, Software, Networking, Services & Storage, etc.



Solutions & Services offerings

Payer

Payer-specific solutions

- Healthcare administration and claims processing software & services
- Eligibility & human services offerings
- Medical informatics, care management, & decision support services
- IT infrastructure & application services

Life Sciences

Pharma & life sciences product development

- Product tracking & authentication
- Modeling and simulation tools
- Product lifecycle management
- Digital Discovery and Development (SOA)

Providers

Provider solutions

- Digital hospital
- Electronic health records
- Mobility for health
- Medical archiving
- Health information systems

#1 IT healthcare company

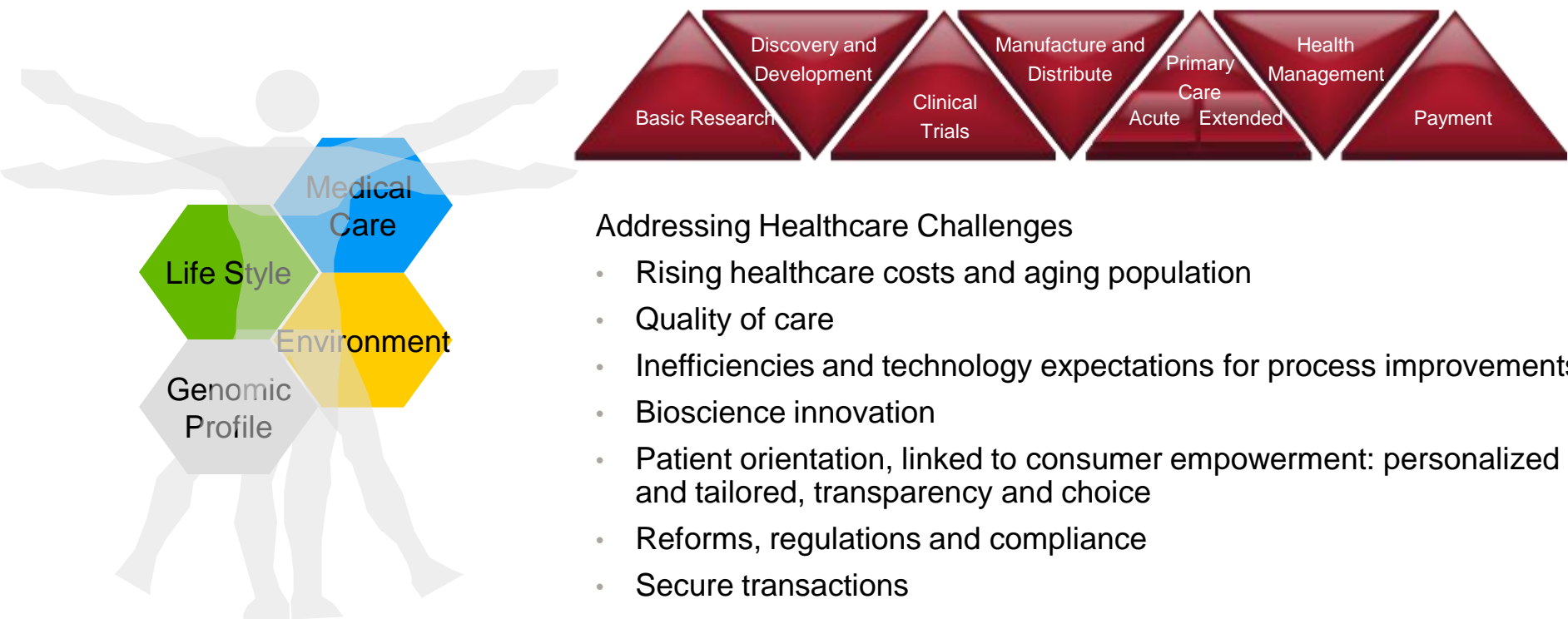
Healthcare – IT company revenues ²		
Rank	Company	CY07 Rev \$B
1	HP	9.7
2	IBM	7.3
3	Microsoft	4.8
4	Dell	3.4
5	Cisco	2.7

Healthcare – Services ranking ³	
Rank	Company
1	HP
2	IBM
3	Perot Systems
4	ACS
5	Fujitsu



The health industry ... tomorrow

An information and knowledge-driven from Biotech to Billing



Addressing Healthcare Challenges

- Rising healthcare costs and aging population
- Quality of care
- Inefficiencies and technology expectations for process improvements
- Bioscience innovation
- Patient orientation, linked to consumer empowerment: personalized and tailored, transparency and choice
- Reforms, regulations and compliance
- Secure transactions
- Intra and Inter-national cooperation

Efficiencies in a stressed system

Ability to respond to change - AGILITY

Better outcomes

THE COMPLEXITY OF HEALTHCARE DELIVERY

The BIG Picture

INTEREST! World's largest health expo with a 1,200-foot display of the latest medical technology. Dr. Stuart Bink, who leads a team of 100,000, is expected to be a major attraction.

CARDIOLOGY: \$3,943 Dr. Richard L. Rubin performed 100 coronary artery bypass grafts in about a two-hour operation in about a 100-day inpatient program leading to the heart. The follow-up care that can be billed is an \$1,000 per day. Rubin's practice is in St. Louis, Missouri. He charges \$1,000 for a 100-day inpatient stay.

RADIOLOGY: \$1,500 Rubin had 100 chest X-rays and other radiology procedures before and after surgery.

NEUROLOGY The annual \$1.5 billion market for 27 years, which has grown to \$2.5 billion in just two years to produce.

PLANT World's largest of annual meetings, leading, planning, and other important events occur in about \$1.5 billion.

TRANSPIRE Dr. Steven Zelenka spent nearly 20 minutes studying the anatomy of the nose and the resulting cost of a visit based on 30 in heart of \$1.50.

ADMINISTRATION More than 12,000 a day visit World's 100 to give to clients, doctors, consumers, press, etc., before and after the operation. These costs, the time to find a patient, plus, billing and even the cost of the patient's stay in the hospital are included in the total cost of the operation. Dr. Steven Zelenka, M.D., worked the most operations during World's 100's operation. Zelenka's practice is in St. Louis, Missouri. He charges \$1,500 for the day of the operation, but received only \$1,000.

HEART SURGEON Dr. Nathan Chertok of Surgery at Georgetown, trained for 10 years to become a heart surgeon. He has a surgical resident and three at a hospital every day. In 20 years of practice he has performed more than 10,000 operations and charges about \$10 a year more. He charges \$1,500 for the day of the operation, but received only \$1,000.

PHARMACY: \$4,000 Dr. Steven Zelenka, M.D., worked the most operations during World's 100's operation. Zelenka's practice is in St. Louis, Missouri. He charges \$1,500 for the day of the operation, but received only \$1,000.

FOOD SERVICES Patients expect the hospital to provide food for them. The cost of food is about \$100 per day. The cost of food is about \$100 per day. The cost of food is about \$100 per day.

LAB: \$1,000 Doctors expect 10 minutes to do a lab. The cost of a lab is about \$100 per day. The cost of a lab is about \$100 per day. The cost of a lab is about \$100 per day.

ABOUT THAT BILL... Surgeons and World's 100 to be issued. The cost of a lab is about \$100 per day. The cost of a lab is about \$100 per day. The cost of a lab is about \$100 per day.

ANATOMY OF A \$63,500 Medical Bill It took 100 people at the Georgetown University Medical Center to repair the 60-year-old heart of William T. Webb, Jr., a retired schoolteacher. Georgetown, a short walk from Henry Clay's, White House office with Webb's bill for \$63,500. About the national average for a double bypass and angioplasty replacement. What the hospital charged was substantially less—see About That Bill... The right, at top 3 bypass operations are the most common big billed surgical procedures in the U.S., with about 200,000 performed per year. In Washington the average cost of healthcare, L.F.T. published for this double-bypass photographs mostly of the people who had a hand in Webb's case during the 10 days he was in the hospital. This collection cost surgery is \$2.6 million.

INTENSIVE CARE: \$1,000 Webb spent 100 days in the intensive care unit, which is the most expensive part of the hospital stay. Webb's bill for \$63,500. About the national average for a double bypass and angioplasty replacement. What the hospital charged was substantially less—see About That Bill... The right, at top 3 bypass operations are the most common big billed surgical procedures in the U.S., with about 200,000 performed per year. In Washington the average cost of healthcare, L.F.T. published for this double-bypass photographs mostly of the people who had a hand in Webb's case during the 10 days he was in the hospital. This collection cost surgery is \$2.6 million.

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Source: Time Magazine



17 YEARS

The time lag for best practice to become
common practice in healthcare delivery

4-7 KM

The average walking distance of a nurse
during a typical shift

19%

The average proportion of time a nurse spends on direct patient care on the active nursing part of a shift

Trend #1

**Patient focused, efficient
healthcare processes
with
Digital Hospitals**

Trend #2

**E- prescription & Electronic
Health Records**



The key word : efficiency & quality of care

Healthcare lagging behind other industries

– Doctors: Seeking data and information

- To and from meetings, rounds and demonstrations (Radiology, Pathology, Labs)
- To see the next patient

– Nurses: Seeking data, information, persons or assets

- To and from patients in general
- Responding to nurse-calls
- Rounds
- Checking and reporting med-tech. devices
- Messaging and transporting paper-based information
- Seeking for, and transporting assets

Example: French hospital

- 40% of the nurses time spent on coordination
- More than 50% time spent on non-care activities
- 4 hours/week: to look for medical folder
- Nurses walk on average 6 km per day (1.5 hours)



WHAT IS A DIGITAL HOSPITAL?

TECHNOLOGY CONVERGENCE TO TRANSFORM HEALTHCARE DELIVERY

Pervasive technology integration enabling a real-time information environment and intelligent/automated workflow

Facilities



Medical



Communications



Information

Digital Hospital Value Proposition:

A platform for innovation

Improve quality of care

Improve operational efficiencies

“St. Olavs Hospital should be *considered the world’s benchmark* in terms of tactical and strategic usage of technology in life and death scenarios for the better of their customers, the patients”

Excerpts from IDC Case Study of HP’s Digital Hospital

Trend #1

Patient focused, efficient
healthcare processes with
Digital Hospitals

Trend #2

**E- prescription &
Electronic Health
Records**



HP Medication Process Management & e-Prescription

References and Solutions implemented in Spain



E-Prescription benefits

- Improve prescription quality
 - Improve sustainability
- Promote Rational Usage of Drugs
 - Improve accessibility
 - Remove bureaucracy

Dispensation

HC Portal for Rational Use of Drugs



Building on HC Cards (smart or magnetic), patients & professionals registries

Electronic Health Records

- EHR is accepted although approaches to implementation are varied
- Increased nationalization of health records across the “continuum of care” - (public hospital, community health provider, GP, Pharmacy)
- Move from facility centric to patient centric
- Examples of eHealth initiatives are underway across the globe :
 - UK’s NPfIT
 - Canada’s “Infoway”
 - Germany’s “Health Card”
 - Netherlands “Aorta”
 - Greece’s “EHCR”
 - Wales “Individual Health Record”
 - Denmark’s “MedCom’
 - Norway’s “KITH”
 - Sweden’s “Carelink”
 - Czech IZIP
 - Malaysia’s “Open Menu Plus”
 - Veterans Health Authority “HealtheVet”
 - Hong Kong’s “Electronic Health Record Sharing System”
 - Singapore’s MOHH National Electronic Health Records initiative



Value HP brings

- *Broad & powerful portfolio of products, services and solutions tailored to healthcare sector requirements*
- *Proven experience in delivering complex healthcare projects*
 - The Digital Hospital successfully delivered
 - eHealth projects, e-prescription, EHR
- *Innovation*
 - State of the art technology & vertical solutions
- *Partnerships*
 - Strategic partners & ecosystem choice to address the variety of the healthcare requirements



Let me introduce ...

