Evolve to e-health

Andrea Fiumicelli
Executive Vice President, Agfa HealthCare
IT Division
Facts & Figures

- 5,700 employees
- Sales organizations in 40 countries and agents in another 100 countries throughout the world
- Pioneer of IT image management system, PACS, and first to successfully commercialize this industry standard
- Pioneer in development of cardiovascular IT
- Pioneer and leader in Enterprise IT
- Over 100 years experience and global leader in imaging science
Agfa HealthCare today
Healthcare paradigm shift...

Yesterday

Workflow: Fragmented
Diagnosis & Treatment: Invasive, often acute
Focus: Provider-centric
Follow-up: Hospital based

Today and Tomorrow

Workflow: Integrated & automated
Diagnosis & Treatment: Less invasive, image-based, lifetime care
Focus: Patient-centric
Follow-up: Decentralized, community based

…Towards a decentralized healthcare model
With 2 critical components

**Imaging Science:**
- Imaging is critical in diagnosis, treatment, monitoring and follow-up

**Information Technology:**
- Imaging & data information must be captured, stored, distributed across departments & facilities

Relevant patient information wherever & whenever needed
Viewpoint on public procurement in e-health

• Experience of large-scale procurements:
  • England NHS: Agfa awarded 40% of market to deliver PACS – created ~50 direct jobs (R&D, Service)
  • Italy Area Vasta: steered local innovation - additional R&D and Services resources
  • Germany: over 10-yr period, added 700 employees

• Lessons learnt:
  • Healthcare IT is an infrastructure
  • Public authorities must engage industry early enough
  • Generate local employment through
    • Innovation for customized solutions
    • Deployment with healthcare providers
Potential pre-commercial area: Clinical Pathways

Clinical pathways

Diagnosis 1

Treatment 1

Diagnosis 2

Treatment 2

Diagnosis 3

Treatment 3

Discharged

Electronic Patient Record

Clinical protocols

Decision support
In conclusion, the following points should be discussed between 2 parties:

• IP protection
• Risk / benefit split between supplier & procurer
• Use of standards to ensure replication
• Procurer should focus on customization & deployment of solutions,
• while vendor focuses on solution itself
Thank you