



PHILIPS

Connections that heal

More than ever before, the world needs breakthroughs in the delivery and efficacy of healthcare services—and Philips is on the forefront of the fight, with advanced technology that empowers hospitals. That technology now includes options to integrate cloud-compatible services with on-premises healthcare services, to enable hospitals to integrate their diagnostic and management systems, apps and data that is more flexible, secure, scalable, and cost-effective. Designed and supported in partnership with HPE, the Philips solution helps hospitals leverage the best of IT technology more easily than ever—freeing them to focus more resources and attention on patient comfort and care.

TREND

AT A GLANCE

BUSINESS CHALLENGE

IT CHALLENGE

SOLUTION

RESULT



> 2.5x

Increase in dementia by 2050, to 131.5 million patients worldwide⁵

> 6x

Growth in digital health industry investment between 2012 and 2018⁶

TREND

Digital transformation, patient-centric solutions

Finding hope in precision medicine, digital convergence, and big data

More than ever before, the world is demanding breakthroughs in the delivery and efficacy of healthcare services.

Our global population is aging. The United Nations projects that the number of people over age 60 will double by 2050.¹ In another (often related) trend, the incidence of certain degenerative diseases, such as dementia, is on the rise. Respiratory diseases—already the leading cause of death and disability in the world—are also becoming more prevalent.²

We're grappling with an inequality gap: the wealthy often have access to higher-quality healthcare than the disadvantaged. As one example: worldwide, women in the richest 20% of the population are up to 20 times more likely than poor women to be attended by a trained health worker when giving birth.³

Solutions are emerging. One is digital technology, which promises to improve patient experience and the delivery of care, while also driving cost efficiencies.

Another key trend is precision diagnosis. This emerging class of techniques will enable providers to tailor their clinical plans more precisely to each individual patient's needs and physiology, which is expected to improve outcomes.

And then there is the growing role of big data to drive more sophisticated predictive analytics—another trend that is likely to improve patient outcomes and reduce costs. In organizations currently using predictive analytics, 57% of healthcare executives expect the technology will allow them to save 15% or more of their total budget over the next 5 years.⁴

The convergence of digital technology, precision diagnosis, and predictive analytics may well herald the healthcare breakthrough that the world awaits.

AT A GLANCE

Innovation from diagnosis to treatment

Solving healthcare challenges in a technological age

Royal Philips of the Netherlands, a leading health technology company, is focused on improving people's health and enabling better outcomes across the health continuum—from healthy living and prevention, to diagnosis, treatment and home care. Philips leverages advanced technology and deep clinical and consumer insights to deliver integrated solutions. The company is a leader in diagnostic imaging, image-guided therapy, patient monitoring and health informatics, as well as in consumer health and home care.



Helping hospitals help the world

Partnering with healthcare providers is crucial

Philips is committed to improving peoples' lives—including improving access to healthcare in underserved communities for 400m people per year by 2030.⁸

One way to do this is to help the world's hospitals master the continuum of care, end-to-end: patient to provider and back to patient again.

Hospitals, however, are often cost-constrained. Their core competencies are around medical services and medical technology; it may be impractical for providers to allocate bandwidth and resources to digital solutions.

Hospital services are complex. The delivery of healthcare services relies on inputs from a wide range of sources, including patients, referring physicians, specialists, insurers, suppliers, administrators, and patients' communities such as their social networks, families, and home care resources. Many decision points are critical to patients' well-being or even lives. But the variability and heterogeneous nature of the data sources and work streams can pose serious obstacles to the smooth exchange of information—let alone the standardization of processes.

Protecting patient privacy is another critical challenge for healthcare providers, for both ethical and regulatory reasons. Providers must also comply with regulations governing where they can and cannot store patient data; for example some countries require caregivers to keep all patient data inside national borders.

43%

Hospital IT executives expect operating budget cuts⁹

2.5K

Healthcare data breaches involving 500 or more records, 2009-2018¹⁰

“A key focus for Philips is to empower clinicians—so they can address patients' needs, both inside and outside of the hospital.”

- Jaime Gamboa, Portfolio Marketing Leader, HealthSuite On Premises, Philips

Simplifying IT for medicine

Digitization is valuable—but can also drive complexity and cost

Digitization has enabled significant advancements in medical technology and hospital administrative tools. Digital pathology solutions, for example, promise to improve clinicians' ability to diagnose and treat disease.

But digitization has also complicated hospitals' IT environments, creating challenges to interoperability and, in some cases, increasing administrative and support costs.

As more and more data is generated, clinicians may struggle to navigate it—to separate the signal from the noise.

Hospitals need to define effective IT strategies, but the choices they have are complex and often present unattractive trade-offs. Leveraging the public cloud to add data processing capacity seems attractive—but in some cases may pose compliance or regulatory issues.

More data per clinical decision

From 1990 to 2020, more than 100-fold increase in the number of facts per clinical decision³

Continued data volume growth

~7% imaging growth anticipated over 5 years¹

³= Evidence-Based Medicine and the Changing Nature of Healthcare: 2007 IOM Annual Meeting Summary.

¹= Advisory Board Imaging Market Estimator: US Outpatient Imaging Estimator 2016-2021



“Hospitals are dealing with more connected devices, more patient data. IT administrators need better ways to manage both.”

- Jaime Gamboa, Portfolio Marketing Leader, HealthSuite On Premises, Philips

Philips HealthSuite On Premises—on site and on point

By partnering with HPE, Philips built an on-premises platform that equips hospitals with the flexibility they need

Philips HealthSuite On Premises is an end-to-end ecosystem of hardware and services, designed to help hospitals connect devices, programs and services, and generate smarter and more impactful health solutions for both patients and care professionals.

The solution, which enables hospitals to run cloud-compatible services on-premises, is built on HPE ProLiant Gen10 servers and HPE Nimble Storage. To streamline on-site implementation, HPE pre-integrates Philips' HealthSuite On Premises software with HPE systems before the solution is shipped to hospitals.

Within the solution's roadmap, HealthSuite On Premises is also planned to be available as a Software-Only platform to be remotely delivered at the customer-provided infrastructure.

Consulting and support services from HPE Pointnext, along with HPE software to support managing the system remotely, are also available to help hospitals meet requirements for performance and up-time.

HPE SOLUTION RECIPE

Hybrid IT for healthcare—running on HPE

An integrated, turnkey solution backed by operational support

HPE Hardware

HPE ProLiant Gen10 Servers

HPE Nimble Storage

HPE Partners

VMware®

Stratoscale

HPE Services

HPE Factory Integration Services from HPE Pointnext

Consulting Services from HPE Pointnext

Operational Support Services from HPE Pointnext

HPE Solution

Hybrid IT

“With HPE, we found a partner that can support us globally to roll out our hybrid cloud capabilities.”

- Jaime Gamboa, Portfolio Marketing Leader, HealthSuite On Premises, Philips

A vision focused on outcomes

Empowering hospitals to enhance patient wellbeing

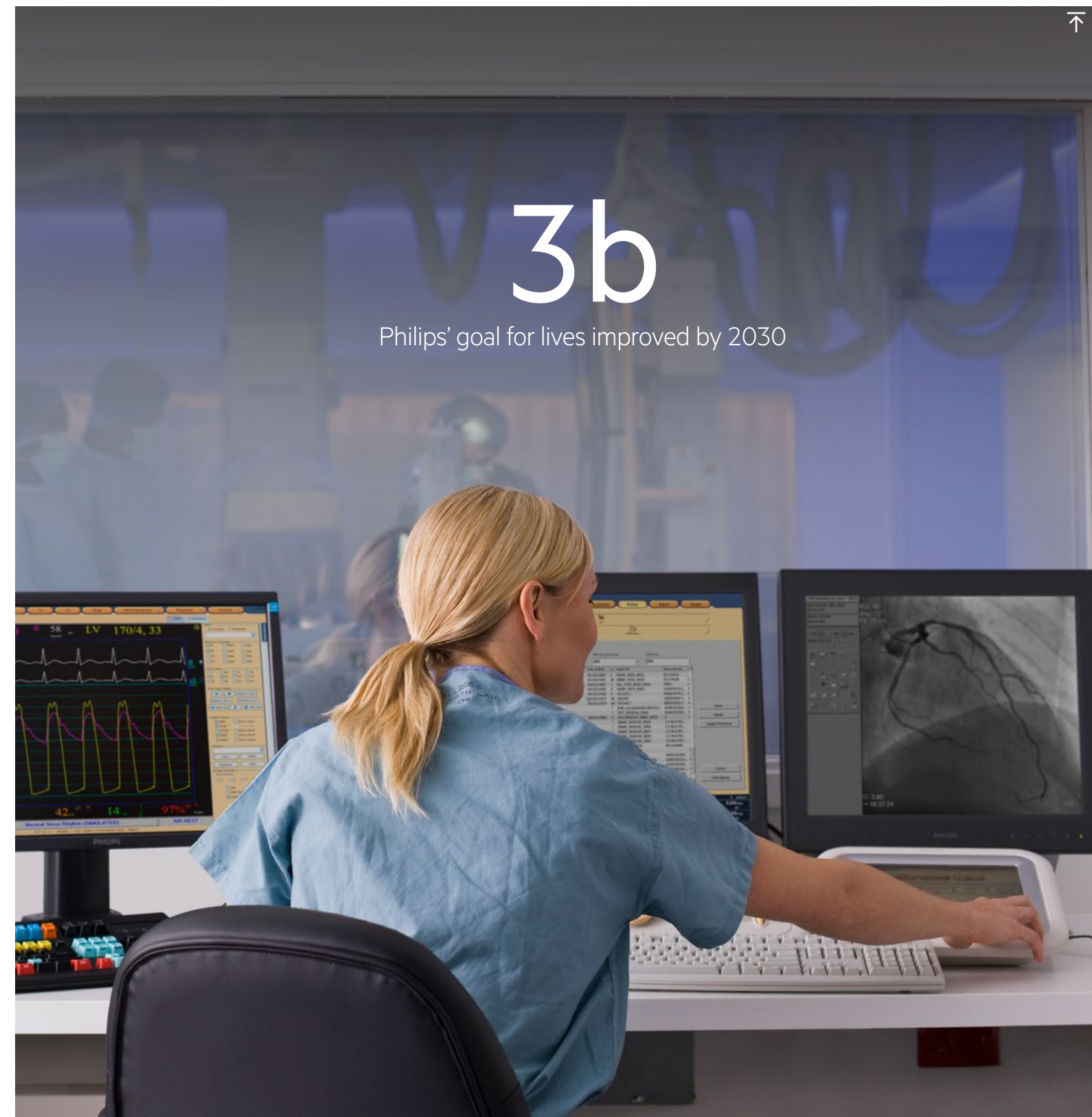
By expanding its HealthSuite On Premises solution into a hybrid cloud architecture, Philips equips hospitals with a “best of both worlds” digital technology platform. They can keep critical care applications on-premise, secure, and under their own control, while also leveraging the public cloud where it makes sense—for example, to run advanced analytics on anonymized data sets to enhance understanding of pathologies or treatments. Lack of computing power or bandwidth will no longer be a barrier to data collection or analytics.

The solution supports better remote serviceability, helping to alleviate the complexity and overhead that may otherwise strain hospital resources. It is easier for Philips to push updates to the HealthSuite On Premises platform, as well as innovative applications as they’re developed.

The real beneficiaries of Philips’ HealthSuite On Premises solution, however, are patients. As Philips helps providers adopt “smart hospital” processes and edge technologies, they’ll be better equipped to deliver end-to-end patient care, from at-home data capture (think smart watches and IoT-based health monitors) through admissions, diagnostics, in-hospital bedside monitoring, treatment, and follow-up. And healthcare professionals will be freer to focus on what matters most: the care and comfort of their patients.

“What’s most important is better patient outcomes. We get there by helping clinicians focus on what they love to do: take care of patients.”

- Jaime Gamboa, Portfolio Marketing Leader, HealthSuite On Premises, Philips



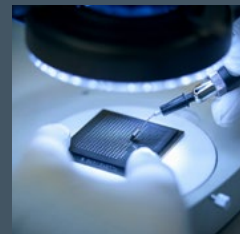
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Medicine.nxt: As medical technology becomes more patient centric, outcomes are likely to improve

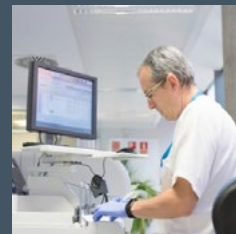
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Healthcare Rx: A dose of the new digital reality and how IT can help create a healthier world.

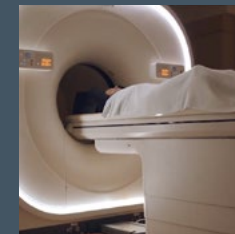
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