Enhancing patient care

Medisanté develops innovative connected care solutions with Vodafone IoT.

The future is exciting.

Ready?

vodafone

Medisanté is improving how chronic illnesses are managed whilst also lowering healthcare costs, with Vodafone IoT

The ageing population and rising costs of diagnosis and treatment are putting increasing pressure on healthcare systems around the world. Medisanté is a Swiss company aiming to address this situation by delivering connected healthcare solutions to doctors, hospitals and healthcare providers: improving the level of patient care and reducing treatment costs.

The challenge

Connected care solutions

Medisanté is a Swiss company based in Lucerne. With its new model of connected healthcare, the company is bringing the Internet of Things (IoT) to doctors, hospitals and healthcare providers.

Its executive team is comprised of a medical and scientific board with experienced managers from renowned medical technology and software companies. The goal of Medisanté is to develop a turnkey connected care solution and market it worldwide. This currently includes a range of medical devices connected via the mobile network, a powerful software platform for healthcare providers and in-country data storage.

Medisanté's range of services is already helping healthcare systems to reduce the cost of managing chronic illnesses. The health data the patient captures about themselves using Medisanté's devices is securely transmitted to their doctors, hospitals and healthcare providers. Combined with personal support, this patient-generated health data (PGHD) forms the heart of a new model of connected healthcare provision for patients with chronic illnesses such as diabetes, high blood pressure, obesity and cardiovascular problems.

Digital health solutions like those developed by Medisanté can support doctors in decision making, improving the level of care patients receive, particularly those with chronic illnesses.

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Gilles Lunzenfichter
Vice President Sales and Marketing
Medisanté

Instead of a doctor seeing their patient every few weeks, by frequently and remotely monitoring relevant indicators such as blood glucose levels, blood pressure, heart rhythms, and weight and body fat percentages, doctors can react earlier to changes. If a value falls outside of a pre-defined range, the doctor or healthcare centre practitioner managing the case receives a notification prompting them to contact the patient right away and treat them accordingly.

This online monitoring system also enables the patient to better manage their own condition as they can track the measurements themselves using Medisanté's platform, and gain a better understanding of what they mean through improved visibility of information and context.

Doctors' surgeries and other public and private medical facilities around the world are already testing these kinds of connected care solutions.

Medisanté is supporting the trial of these services across Europe.

The company also offers its own connected care platform named ELIOT. This compiles the connected patients' vital sign data, processes it and supplies it to their doctors in a clear and simple format. The platform contains algorithms for data analysis and for prioritisation when intervention is required. It also enables doctors and patients to create targeted, personalised treatment plans. In order to ensure that this sensitive medical data is stored securely, flexibly and in compliance with local laws, Medisanté uses its own heavily secured data platforms, hosted in the countries in which they are used. Any data the patient measures and records is transmitted to the secure platform first before being sent on to their doctor. The company already offers these data platforms in a number of countries, including Germany, Austria, Switzerland, France and the United Kingdom.

Medisanté also provides its own IoT-connected medical devices. Its range currently includes a measuring system for monitoring blood glucose and blood pressure levels, intelligent body analysis scales and a mobile 2-lead electrocardiogram (ECG) device. The data recorded with these devices is transmitted to the healthcare provider in real-time via the mobile network.

Medisanté was looking for a partner that could provide the global IoT connectivity it needed to connect its measurement systems to its connected care platform. It chose Vodafone.

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Peter Heiniger, CEO, Medisanté

The solution

Powerful and flexible IoT platform

"Vodafone impressed us with the global footprint of its IoT platform. We looked at other network operators, but quickly came to the conclusion that Vodafone had the best worldwide coverage and would therefore be the best provider for our connected care service," explains Gilles Lunzenfichter, Vice President Sales and Marketing at Medisanté.

Vodafone's powerful and flexible IoT platform covers all of Medisanté's needs, and the company is already integrating its global SIM cards into its connected medical devices.

Kathrin Kaden, the IoT sales manager at Vodafone responsible for the project, explains another advantage for the patients. "Having the SIM as a fixed hardware component allows patient data to be collected wherever a device is located."

SIM card management, cost control and data access are all covered by the Vodafone Managed IoT Connectivity Platform. This offers interfaces that enable Medisanté to transmit the recorded data to its secure platforms.

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The future

Proven connected care

Unlike other solutions on the market, the Medisanté connected care system does not require patients to use a smartphone, app or local Bluetooth connection to transmit data. Some patients often find it easier to use for this reason.

The healthcare industry is currently looking into new patient management models to complement doctors, group practices, hospitals and healthcare centres, such as telemedicine centres and health coaches to help advise and support patients with chronic illnesses.

Pilot projects and practical testing have also proven that connected care solutions really can meet the expectations people have of them. Medisanté is actively involved in projects like this and is continuously winning new partners in the healthcare industry. "With connected care, we are freeing up space in waiting rooms for emergency admissions as routine appointments for recording and analysing data can be shortened considerably. Patients and doctors therefore have more time for important investigations and conversations," says Jochen Busch, Head of IoT Central Europe at Vodafone.

The bottom line

- Powerful and flexible IoT platform
- International availability with global IoT SIMs
- Simple administration via Vodafone Managed IoT Connectivity Platform
- Global network coverage
- Comprehensive service and support
- Vital data recorded by the patient is transferred directly to Medisanté's secure data platforms

About Medisanté

- Swiss company based in Lucerne
- Connects caregivers to patient-generated health data (PGHD) for chronic conditions such as diabetes, hypertension, cardiovascular and overweight indications
- www.medisante-group.com

vodafone.com/business/IoT