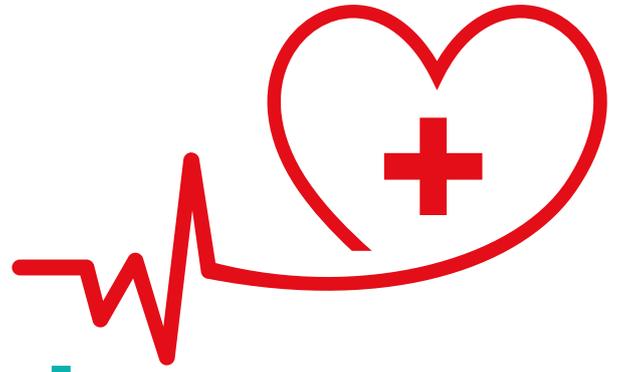


Digital touch for



# Holistic Healthcare



# SOARING HEALTHCARE COSTS



Healthcare costs are expected to swallow 20% of the global GDP in less than a couple of decades. This definitely is no good news when medical sciences and technology have seen so much of advancement. Healthcare bill continues to be a hot topic in the US, and providing affordable health care will be important for governments the world over.

The next decade should see a resolution to the problem of lack of unified standards for electronic health records if we are lucky! Acceptable healthcare standards are yet to be rolled out in even the most developed of countries, and hence globally deployable standards are further away. Then there is the problem of who owns the data, and how portability can bring down healthcare costs without infringing on privacy.

The silver lining though, is the emergence of technologies such as Blockchain, evolution of standards like HL7 and regulations such as HIPAA. Resorting to Digital Technology is probably the only way ahead in unifying healthcare initiatives and making them affordable. Patient Experience will be better when clinicians, healthcare institutions, specialists, and paramedics are in touch digitally via systems deployed right from in-vitro sensors and mobile apps, to HIS systems linking third party systems.

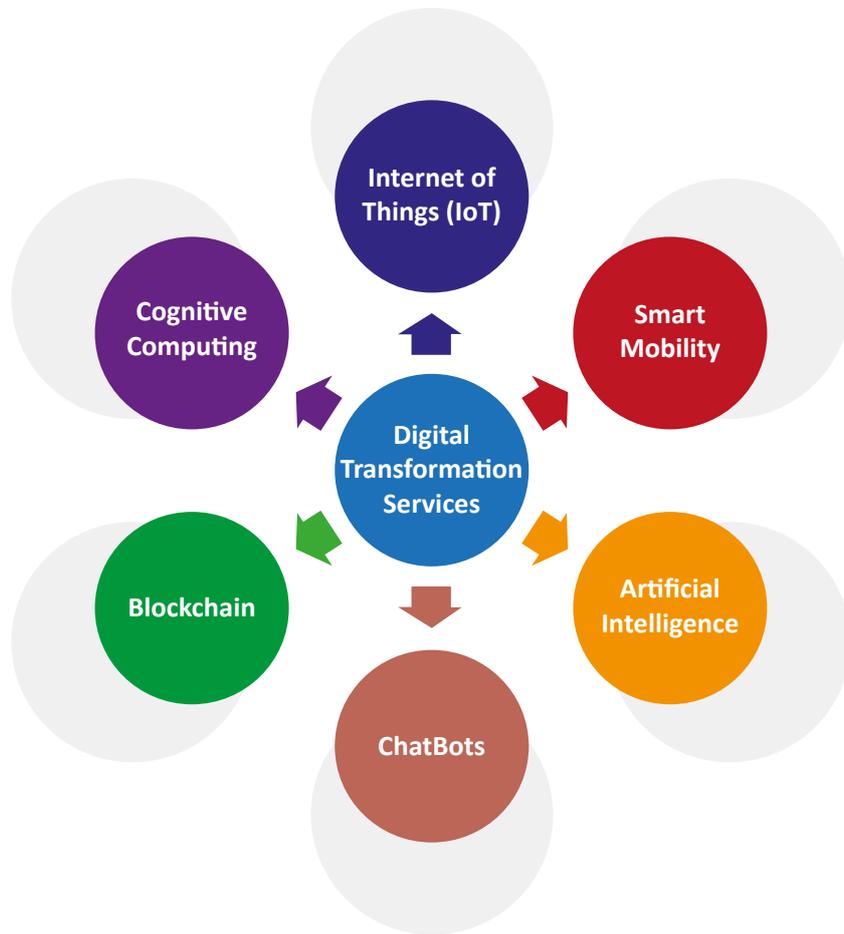
## THE PROGNOSIS



Healthcare technology services at Experion have gone through a few iterations from our early engagements with emerging technologies. We had the opportunity to enable product companies entrenched in legacy with digital and made a headstart with Mobility and IoT. We invested into R&D, designing hardware, software and firmware for building products that could make life easier for patients. With the arrival of digital technologies, consumer healthcare devices flooding markets, and regulators pushing for standards, floodgates of opportunities opened up for product companies and startups. Experion continues to partner and enable the transformation.

Today we work on core healthcare products as OEM for our customers building IP. We work on areas such as mental health and new product ideas that can help patients be relieved of long waits. We work with emerging healthcare standards engaging consultants, clinicians and experts defining such standards. Being in the game, we believe that the prognosis is clear that it will be digital proliferation all around in healthcare, medical insurance, devices, Mobility et al, connecting core healthcare systems as in banking and e-commerce.

# TECHNOLOGY FOCUS



The pieces of digital technology that we apply to healthcare cover the whole spectrum aiming at edge centricity. We have invested a good deal of R&D efforts in technologies such as IoT, Blockchain, ChatBots, Machine Learning, AI, Mobility, Web and Analytics around Cloud Architecture. Automated and interoperable healthcare remain our focus, and these are expected to improve medical care, lower costs, increase efficiency, reduce errors and improve Patient Experience. We support our clients for the development of EMR, EHR, Remote Consultation Monitoring and Billing & Claims, using healthcare IT standards such as HL7, FHIR (Fast Health Interoperability Resources), HIPAA, and HITECH. Our experience with various classifications systems such as Systematized Nomenclature of Medicine (SNOMED) and International Statistical Classification of Diseases and Related Health Problems (ICD-9 & ICD-10) makes it easier while working on global healthcare projects.

# SUCCESS STORIES

## Core healthcare system – digital upgrade

For a core healthcare product company with many hundred customers around the Oceania & Far East, it was a critical decision with their age old EMR & Electronic Patient Administration System to go digital. Next step was to upgrade all their customers onto cloud. Their challenge was to be ready for the regulatory compliance sweeping the industry the world over, and build a universal system that can talk to third-party systems. The challenge was also about creating a whole new platform compliant with new standards such as HL7. Experion is on a partnership journey re-architecting these and building many other systems that will set a benchmark in the market to be part of the platform.



## Mental health solution to benefit the masses

Our customer, a US-based mental health consulting company, had a product that helped reduce patient load among psychologists. A video-based system that was a big hit with mental health clinics was found to reduce depression and anxiety in psychiatry patients by over 75%, with a high degree of success amongst users who could use the systems even privately. Seeing the opportunities presented by digital technologies, they entrusted the job of transforming the product digitally to make it available to a large user base via Cloud, Web and Mobile. The system would now serve more than ten times the number of current users, help reduce long waiting times for appointments with psychologists, thus saving many who could resort to suicide if unattended for long. The intuitive video-based coaching was found to be popular among patients, which was demonstrated by over 80% of the users completing the course online, and being cured without the administration of drugs.

## **Stabilizing cardiac patients post-surgery**

For an angel funded healthcare startup, it made business sense to exploit the power of mobile devices, in extending the life of patients who have survived a cardiac arrest. It was also music to the ears of insurance providers who could save on claims, and to patients who could avoid another hospital episode. Experion was a partner in architecting a highly usable solution to be used by patients in despair, and by health coaches, while complying with HIPAA regulations. Currently under trial at the Stanford Centre for Clinical Research, the product is on it's way for the big leap with PE funding.

## **Digital solution for participative healthcare**

Universal health records is a problem every country is trying to deal with, the goal being participative healthcare at significantly lower costs. Participative healthcare requires patients to be able to securely manage Personal Health Records (PHR) for effective collaboration with providers. PHRs are an effective way to help patients manage chronic or lifestyle diseases, keep track of hospital visits and health conditions, as well as share information for informed decision making. Experion works with a leading healthcare IT solutions company in Australia to build a mobile platform that allows users to manage personal health plans proactively. The solution provides healthcare providers ready access to PHR during medical emergencies and can be used to share information securely during hospital visits. A high security two-factor authentication feature allows users to manage healthcare data of dependents such as those of children, the elderly, and the physically disabled, extending care for loved ones. The application uses HL7 standards for clinical data transfer between various healthcare systems.





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## About Experion

Built on the foundations of digital technologies, Experion is into products & services in the retail, transportation, healthcare and financial services sectors. A global company with direct presence in eight countries and partners in other geographies, Experion has customers in all continents. Apart from own IP initiatives with FieldMax® and xPort® in the FMCG/Retail and Maritime transport domains, Experion takes up Product Engineering as a service, securely handling third party IP. This includes building products from the ground up, spanning ideas to product development, or re-platforming products onto the digital domain with proven expertise in product lifecycle services. Today Experion products touch over 3.5 million users across 26 countries worldwide, many of them being part of mission-critical functions.

Over the last decade, Experion has been awarded multiple times for innovation and growth. We were featured in Red Herring's 100 fastest growing companies two years in a row. In 2013, FieldMax® found its way to the NASSCOM/Frost & Sullivan product quadrant for notable products built out of India. The company was rated by Deloitte as one among the top 500 fastest growing companies in APAC in 2016. In 2016, Experion also won the IoT Product of the Year award from the US-based IoT Evolution Magazine.

Remaining focused on performance & productivity, Experion believes in delivering ROI to customers, primarily in the Enterprise space, by wiring up many unexplored possibilities with help from digital.

