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Shifting Care from Hospital to Home in Chronic Diseases

May 2023



ARANCA'S QUARTERLY SECTORIAL UPDATE ACROSS FOUR DIMENSIONS....

Developments Company expansions • Technology updates • Company expansions • Disruptive innovations • Competitor tracking • New product • Under-research technologies • Product USPs •	01 02 4D's	 Dynamics New entrants/ start-ups Supply chain activities New business 	models Company financials Other initiatives
Drivers Government policies Product ratings & regulations Influencers Litigations Other details Customer Insights	04 03	 Diversification Mergers & acquisitions VC investments Company collaborations 	 Licensing activities Exploring alternate applications



	Developements	
Technology/ Innovations	CONFORDSHIRE COUNTY COUNCIL	Oxfordshire County Council's iHUB, in partnership with NHS and social care, is using advanced technology and support services to assist older patients in transitioning from hospitals to home. to improve outcomes, discharge process, minimize readmissions. Source: Company News
New Product/Services Launch	VCU Health.	VCU Health launches Home Hospital, bringing hospital-level care to patients' homes in central Virginia. Aiming to serve 2,000 patients in the first year, Offering alternative to hospitalization for conditions such as sepsis, CHF, and pneumonia. <i>Source: Company News</i>
New Product/Services Launch	Mercy 🕇 🛦 maribel	Mercy and Maribel Health collaborate to offer advanced care at home through Mercy Hospital @ Home, providing hospital-level care and comfort in patients' homes with a skilled team, virtual and in-person visits, monitoring equipment, and comprehensive services. Source: Company News
New Product/Services Launch	Virginia Mason Franciscan Health CONTESSA	Virginia Mason Franciscan Health provides Home Recovery Care, offering medical treatment at home instead of a hospital. Available at St. Joseph Medical Center in Tacoma, Washington. <i>Source: Company News</i>
New Product/Services Launch	THE OHIO STATE UNIVERSITY WORKER MOCCAL CENTER	Wexner Medical Center partnered with DispatchHealth to offer Hospital Care at Home, providing inpatient hospital services at patients' homes. Benefits include improved recovery, reduced complications, and higher patient satisfaction. <i>Source: Company News</i>
New Product/Services Launch	biofourmis Health	Biofourmis partners with Augusta University Health (AU Health) for a four-year collaboration to enhance Virtual Care at Home. The focus is on improving patient experience, reducing hospital readmissions, and achieving favorable outcomes. <i>Source: Company News</i>
New Product/Services Launch	NHS	The new NHS plan focuses on personalized home support for elderly and vulnerable individuals, reducing hospital visits, expediting treatment, and improving ambulance response. Source: <u>Company News</u>
Company Expansions	,⊒î∎ Saint Luke's ∎,∎ Health System	The home-based hospital model merges virtual technology and in-person care, providing hospital-level services at patients' homes. It surpasses admissions targets, with positive feedback, particularly from patients with chronic conditions appreciating home care. Source: Company News
Company Expansions	Allina Health 🕅	The company has expanded remote patient monitoring, treating over 5,000 patients with 350+ diagnoses and lowering the costs by 30-40% on a risk-adjusted basis, outperformed post-acute facilities, and reduced hospital readmissions. <i>Source: Beckers Hospital Review News</i>
(\mathbf{s})	Drivers	
Product Ratings	S Masimo	Masimo's Patient SafetyNet and Replica have received Vizient's Innovative Technology Designation. Patient SafetyNet is a centralized remote patient monitoring platform, and Replica is a mobile app for accessing continuous patient data. The Masimo Hospital Automation platform enables automated charting and resource optimization. <i>Source: Business Wire News</i>
Customer Insights	WELLSPAN HEALTH	WellSpan Health launched its home hospital program in September 2020, drawing on insights from existing hospital-at- home systems. The program has shown positive outcomes and patient satisfaction. <i>Source: Chief Health Executive</i>
	DIVERSIFICATION	
Mergers & Acquisition	amazon #one medical	Amazon acquired One Medical, expanding accessible primary care through the One Medical app for improved health outcomes and care experiences, empowering individuals to take control of their healthcare journey from home. Source: <u>Company News</u>
Company Collaboration	Maribel	BAYADA Home Health Care and Maribel Health are partnering to launch a platform that expands acute care at home, aligning with their shared goal of making the home the core of the health system. Source: Company News
Company Collaboration	Kirium Health	Best Buy Health and Atrium Health are collaborating to create home-based hospital solutions, improving care and easing emotional and financial burdens for patients and caregivers. Source: Company News

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Company Collaboration	PHILIPS ♥ Masimo	Philips and Masimo are partnering to enhance home telehealth patient monitoring with the Masimo W1 health tracking watch, integrating with Philips's ecosystem to advance telemonitoring and telehealth capabilities. <i>Source:</i> <u>Company News</u>
Company Collaboration	biofourmis ORLANDO HEALTH'	Biofourmis partners with Orlando Health to provide hospital-level care at home in Central Florida, enhancing patient comfort and accessibility. Source: Company News
Company Collaboration	CONTESSA Virginia Mason Franciscan Health	Contessa Health partners with Virginia Mason Franciscan Health to launch VMFH Home Recovery Care, reducing readmission rates by 44% and hospital stays by 35%. <i>Source:</i> <u>Home Healthcare News</u>
Funding	AssAITC 🖈	The Massachusetts Advanced In-Home Care Technology Center (MassAITC) has disbursed the initial portion of \$1.7 million to fund pilot projects that explore innovative applications of AI and advanced technology in in-home care. <i>Source:</i> <u>Company News</u>
Funding	sena health	Sena Health partners with Care2U, an in-home acute care provider, to advance the Sena Health Technology Platform and expand opportunities for home-based healthcare. Source: Linedin News
Funding	general @ catalyst 🛓 maribel	General Catalyst leads Maribel's \$25M Series A, creating compassionate healthcare that brings care to homes and communities. Funding attracts talent and partnerships, advancing our vision for accessible, high-quality healthcare. <i>Source:</i> <u>Company News</u>

SOLUTION PORTFOLIO – TECHNOLOGY RESEARCH & ADVISORY

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IP Strategy	Technology Intelligence	Growth & Strategy
How best can we proactively manage and monetise our technical knowhow / intellectual property?	How best can we keep abreast of technology trends, competitor activity and headwinds / tailwinds in our domain?	Which technologies do we invest in? How do we ensure quick wins? Speed to market?
 IP Portfolio Analysis 	 Competitor Benchmarking 	 R&D Strategy Roadmaps
 IP Monetisation 	 Tech / IP Landscapes 	 Technology Scouting
 IP Valuation 	 Technology Watch 	 Open Innovation
 Prior Art Searches 	 Market Analysis / Trends 	 Product Development

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PROCUREMENT & SUPPLY CHAIN INTELLIGENCE

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