



**ehCOS**

We're here to help  
by NTT DATA

# ehCOS Remote Health

Virtual attention, patient monitoring and population management on a single platform.



# NTT DATA Health

A benchmark in Health with a global presence.



**+20**

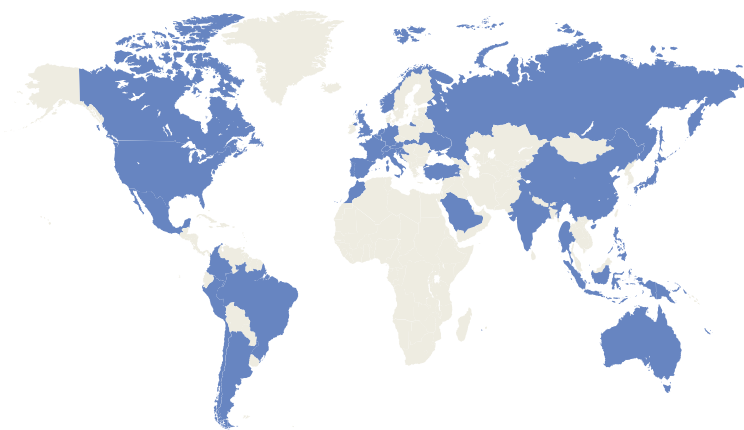
years helping  
Healthcare  
organizations

**+200**

healthcare  
organizations we  
work with.

**+1000**

specialized  
professionals in our  
team.



We are part of NTT Group, with a global presence in more than 50 countries and with more than 130,000 professionals





# Towards new health systems that are more proactive, more innovative and smarter

The **transformation of Health** in search of maximum speed, quality, and safety.



# The great challenges of health systems

We must evolve towards a smarter, patient-centred system



## Clinic

Analytical solutions for the clinical phases of Prevention - Diagnosis - Treatment - Recovery - Control and Monitoring



## Epidemiological

Analytical solutions for prediction, management and epidemic monitoring



## Genomics

Analytical solutions in the field of genomics for the development of appropriate personalized treatments before the disease develops



## Management

Analytical solutions capable of supporting operational improvement, financial management, resource planning and improvement of clinical and operational processes

## Pharmacovigilance

Analytical solutions to improve the efficacy and safety of medicines

## Clinical Research

Provide the organization with a global platform of data from multiple sources at the service of clinical research.



# Our digital healthcare transformation

## NTT DATA Health framework



### Digital excellence

Digital models of relationship with citizens based on the centrality of patient citizenship and community health, oriented to prevention and anticipation that guarantees care and continuum of care.



### Digital talent

Health professionals have new needs and expectations in the face of the challenges posed by a much more empowered digital society.



### Clinical improvement

Apply advanced technologies throughout the value chain of health care to improve clinical management (disease prevention, health promotion, diagnosis, treatment, and monitoring).



### Operational excellence

Digitalization and automation of management and healthcare processes, from the perspective of developing state of the art clinical management systems and from the automation and operational efficiency of management processes.



### Data Driven Health

Data driven health to align short and long term decision making based on evidence from data.



**We are here to  
help patients,  
healthcare  
professionals  
and to help you.**

NTT DATA believes that the most important thing in healthcare is people: the health professionals who provide medical care and, of course, the patients who receive it.



That's why we developed ehCOS, a suite of digital healthcare solutions developed in conjunction with healthcare professionals to increase efficiency and encourage best practices in clinical and organizational processes.



# The health solution designed to help the health system

Designed by professionals, developed by NTT DATA, tested by everyone



ehCOS is a modern suite of products to deliver digital healthcare at scale and securely and cost-effectively. An open and flexible solution with a modular design that allows the progressive adoption of ehCOS, adapting to the needs and availability of each center, and is fully interoperable to ensure easy integration with other standards-based applications.



## Scalable and Secure Digital Health Solution

ehCOS is a modern suite of products to deliver digital healthcare at scale, safely and cost-effectively.



## Designed by and for healthcare professionals

It has been developed in collaboration with healthcare professionals to drive efficiency and encourage best practices in clinical and organizational processes.



## Modular design adaptable to the needs

Its modular design allows to adopt ehCOS progressively, adapting to the needs and availability of each center.



## Open, flexible and easily integrated solution

It is an open, flexible, standards-based solution, and is fully interoperable to ensure easy integration with other standards-based applications.





# A solution that grows more and more every year

Acute Care EMR Latin America



GLOBAL SOFTWARE RANKINGS | ACUTE CARE EMR

**Acute Care EMR** Latin America

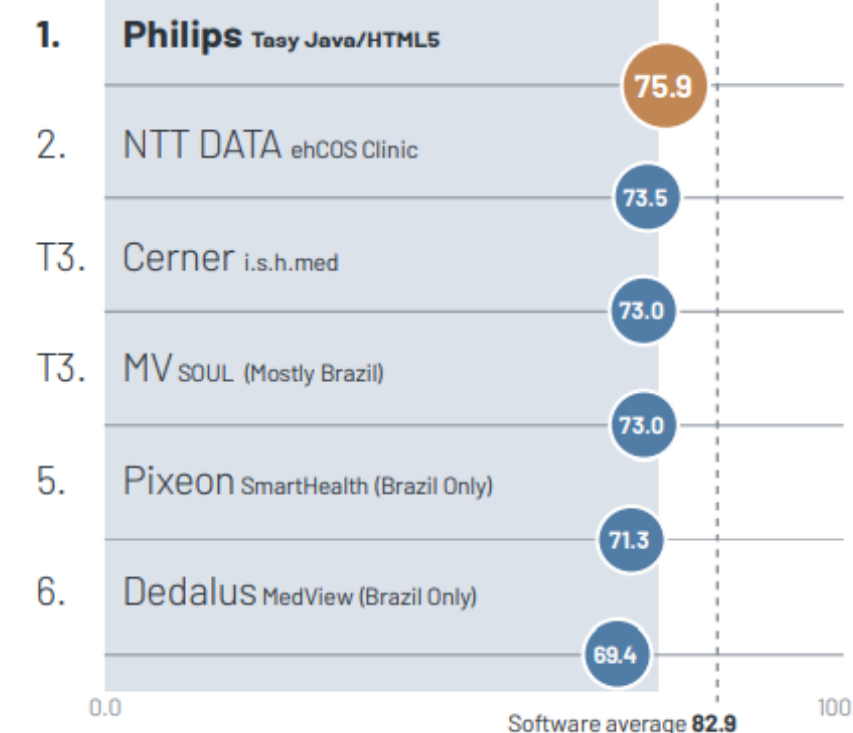
Segment definitions can be found on page 28.



## Solution Comparison

Overall performance score

Acute Care EMR—Latin America average **74.8**



Grading scale (Grading methodology can be found on page ii)

A+ = 95.0+	B+ = 85.0-87.9	C+ = 75.0-77.9	D+ = 65.0-67.9	F = <58.0
A = 91.0-94.9	B = 81.0-84.9	C = 71.0-74.9	D = 61.0-64.9	
A- = 88.0-90.9	B- = 78.0-80.9	C- = 68.0-70.9	D- = 58.0-60.9	

	Trend	Total evaluations	Culture	Loyalty	Operations	Product	Relationship	Value
1. Philips Tasy Java/HTML5	-1%	n=18	D+	B-	C+	B	C	C
2. NTT DATA ehCOS Clinic	+8%	n=9	D+	C	C	B	C+	C-
T3. Cerner i.s.h.med	-4%	n=10	D	B-	C	C+	C+	D
T3. MV SOUL (Mostly Brazil)	-9%	n=22	D-	B	B-	B-	D+	D
5. Pixeon SmartHealth (Brazil Only)	-4%	n=12	D-	B-	C	C	B-	D-
6. Dedalus MedView (Brazil Only)	0%	n=10	C-	C-	B-	D+	B-	F

## KLAS

- ehCOS Clinic is positioned in the TOP 2 in the best of KLAS Global Software 2022 for the "Acute Care EMR Latin America". Last year ranked 4th, winning 2 positions.
- In 2022 ehCOS Clinic increased its scores by 8% compared to last year, going from 68.3% in 2021 to 73.5% in 2022 in overall performance.
- Product and Value categories improved their indices in 2022. Product scored a "C" in 2021, now a "B". Value went from a "D-" last year and now is getting a "C-"

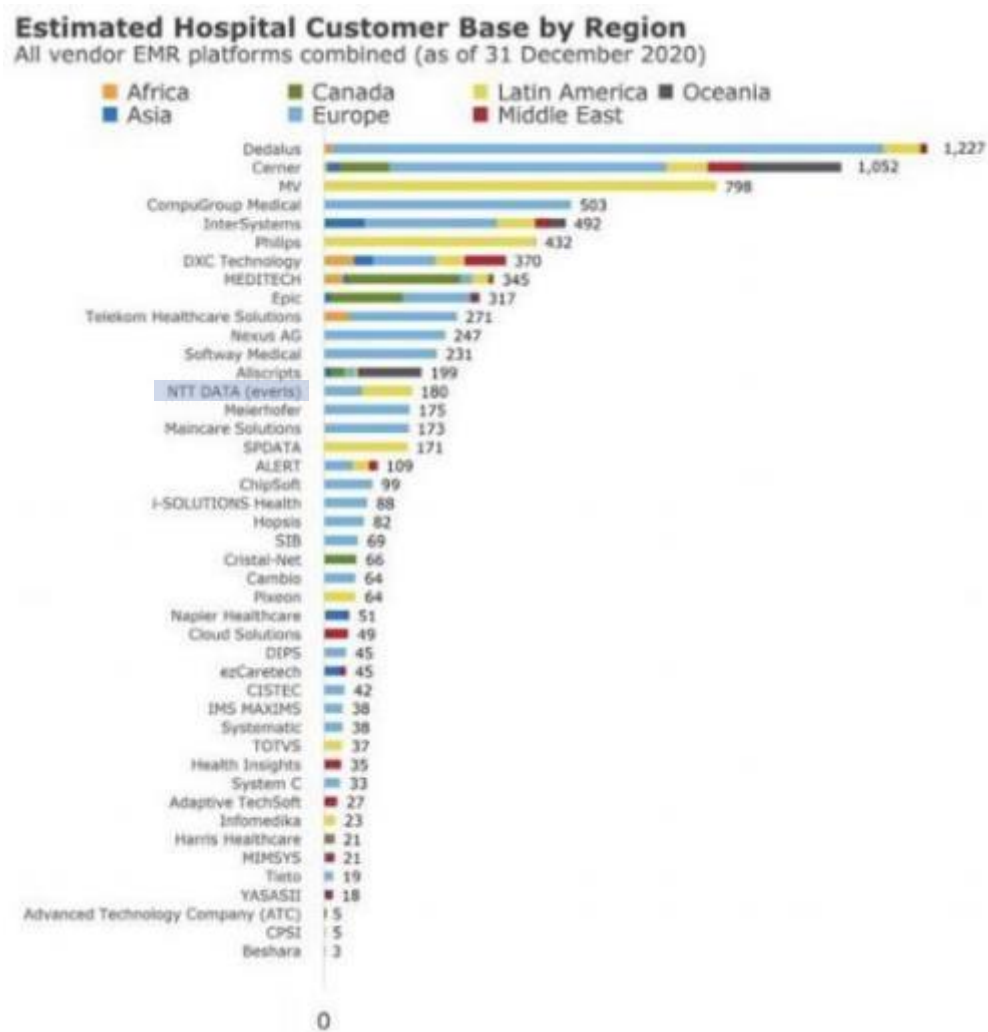


# A solution that grows more and more every year

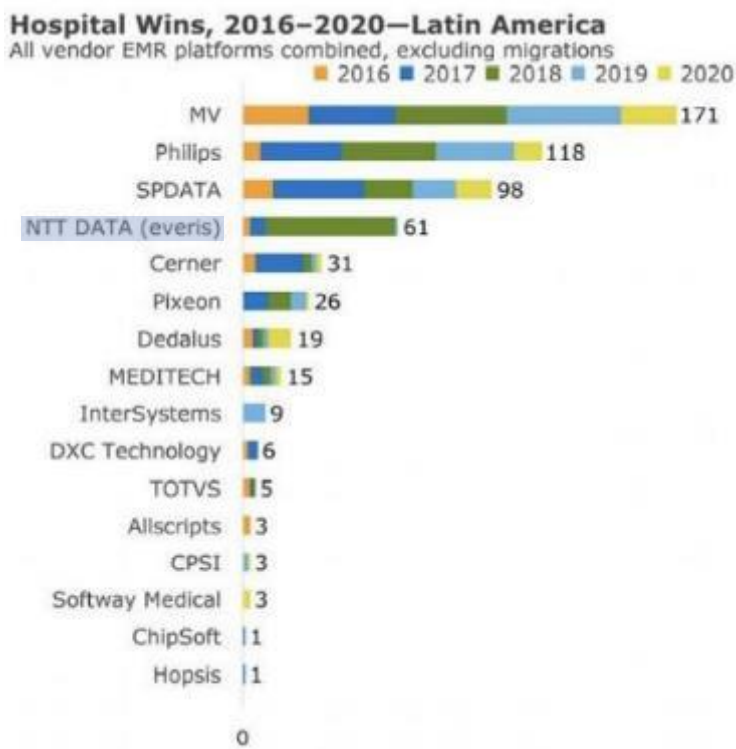


## Ranking NTT DATA Health

NTT DATA ranks 14th globally (outside the U.S.) with the largest customer base



In Latin America, NTT DATA maintains the TOP 4 at Wins Hospital



The 9 hospitals achieved in Portugal place NTT DATA in the European TOP 18



KLAS

“In the last 5 years, NTT DATA has been the largest seller of EMR solutions in Spanish-speaking Latin American countries, increasing its customer base by 90% since 2015, thanks to the ehCOS Clinic solution”



NELSONHALL

“NTT DATA Named a Leader in Healthcare Operational Analytics Services by NelsonHall”



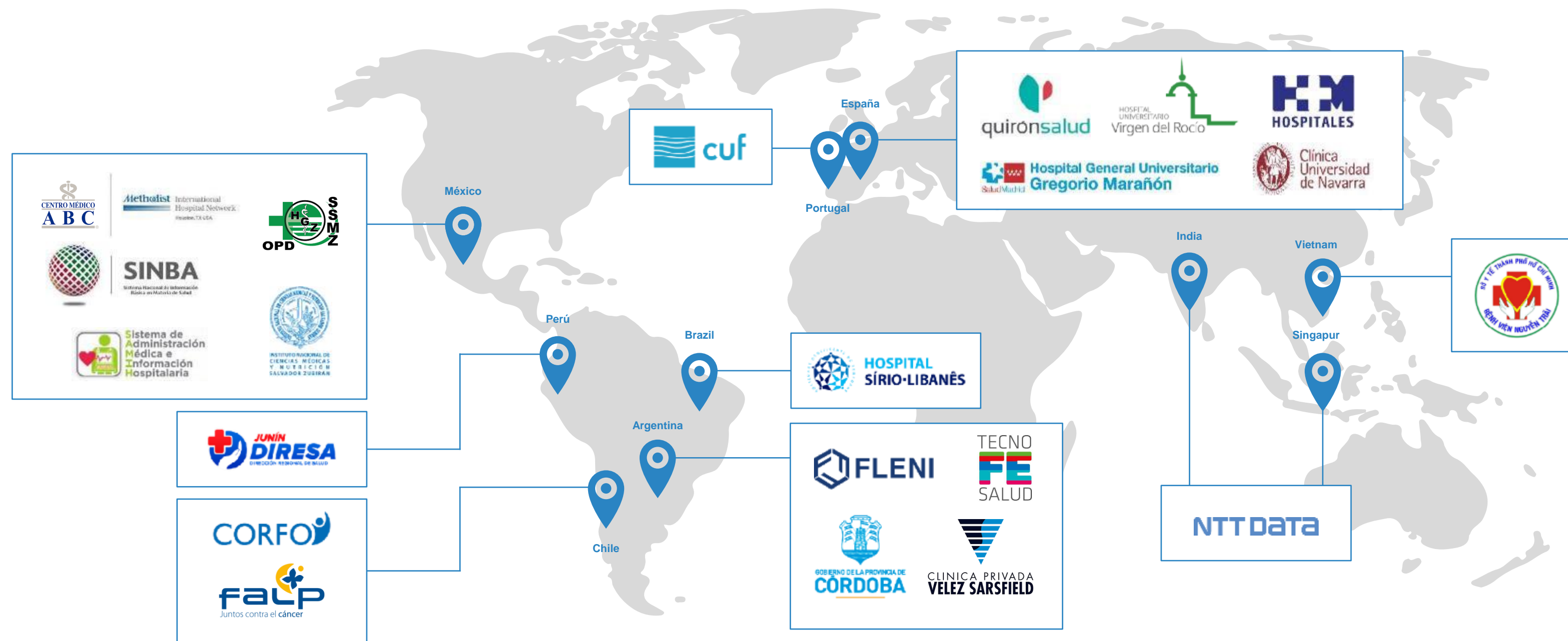
PEAK MATRIX

“NTT DATA recognized as a leader in the evaluation of the PEAK matrix of digital services for healthcare providers by the Everest Group”



# A health solution with global presence and assistance

Everyday healthcare professionals and patients use ehCOS solutions





# The NTT DATA Health Ecosystem





Customized, integrated and fully connected solutions

**syntphony Health**



Innovative and personalized solutions for the Health sector with technologies such as Artificial Intelligence and Big Data to develop better processes and new models that help research and transformation of the sector in the near future.

Soluciones tecnológicas:

	<b>Clonika</b> Intelligent mobile application by NTT DATA	
	<b>Dolffia</b> Unlocking new services via a self-serve by NTT DATA	
	<b>eva</b> Enterprise conversational AI by NTT DATA	
	<b>Datalaia</b> The data & AI platform for public sector by NTT DATA	



## Omnichannel Health Experience Between Patient, Center and Physician.

- The day of health: well-being and prevention.
- All at a click: digital front door.
- The hybrid experience.



## Tools for the digitalization of the Health System.

- Integral remote care.
- Population health and patient segmentation.
- Ongoing care of chronic diseases.



## Automation to make operations more efficient.

- Optimization of reimbursement operations.



## Improvement of clinical aspects. Liquid and connected health.

- Connected Health Ecosystem.
- To the liquid hospital.





# ehCOS Remote Health





## DIGITAL TECHNOLOGIES ARE KEY TO THE FUTURE OF HEALTHCARE

World Health Organization.  
Global strategy on digital health 2020-2025



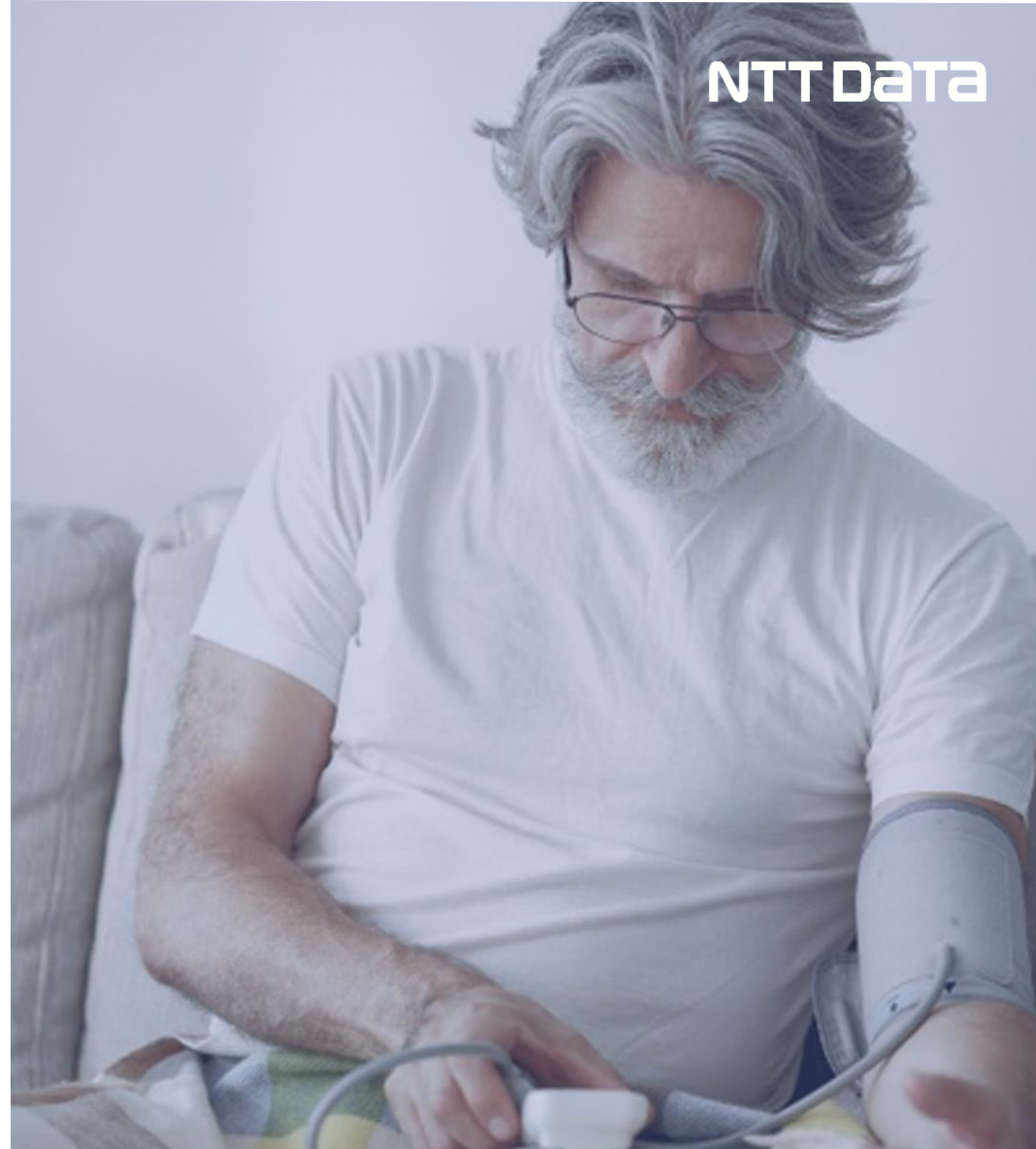
... the internet of things, virtual care, remote monitoring, artificial intelligence, macrodata analysis, intelligent devices, platforms for remote data capture and exchanging data and information within the healthcare ecosystem, can all improve medical results and continuity of care.



# BOOSTING CONNECTED AND CONTINUOUS HEALTHCARE MODELS FOR GREATER SUSTAINABILITY

The COVID-19 pandemic has laid bare the fragmentation of care and treatments, and the need for resilient and proactive healthcare systems that focus on individuals and their involvement in caring for their health, even from their own homes.

An integrated, coordinated model of continued treatment that is geared towards chronicity and disease prevention will be essential in the road towards optimizing healthcare services.



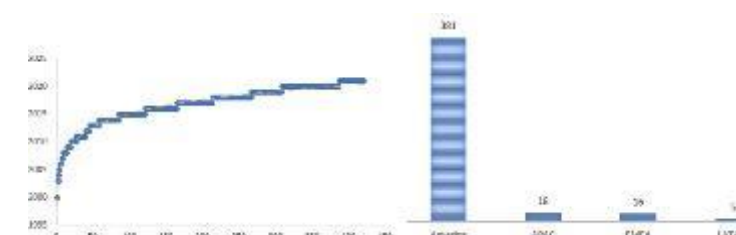
# TO ACCELERATE TRANSFORMATION AND IMPROVE THE PATIENT'S EXPERIENCE

The transformative trends in the sector are already moving towards digital healthcare and the future scenario of telemedicine and remote monitoring of patients. The needs imposed by the COVID-19 healthcare crisis have sped up the disruption of telehealth services with new hybrid models of care, thus reducing existing barriers.



## TRENDS HIMSS 2021. Digital Healthcare

### • Telehealth.



Transactions - Investment funds. (Crunchbase)

### • Monitoring.

From \$417 MM  
to **\$941 MM**  
in 2020

US Funds. (Rock Health)

### • Tests, follow-up.

Platforms for  
**community health  
management.**



# BECAUSE HEALTH CARE HAS CHANGED FOREVER







# A TELEHEALTH SOLUTION



# ehCOS REMOTE HEALTH

A response to the requirements of virtual treatment and public health on a single platform

This is the **Telehealth** platform developed by NTT DATA, scalable, interoperable and centered on the patient and on public health, which links up with **hospital systems, Electronic Medical Records and remote devices to monitor** the patient, improving safety and the quality of healthcare.

**ehCOS Remote Health** adds analytical capacities to hospital and community health management, helping to manage patient relationships and to conduct **healthcare campaigns among the public.**

**+78 thousand**  
Patients treated

**+2,800**  
Professionals involved

**+5M**  
Citizens

Potential population size

**7**  
Countries



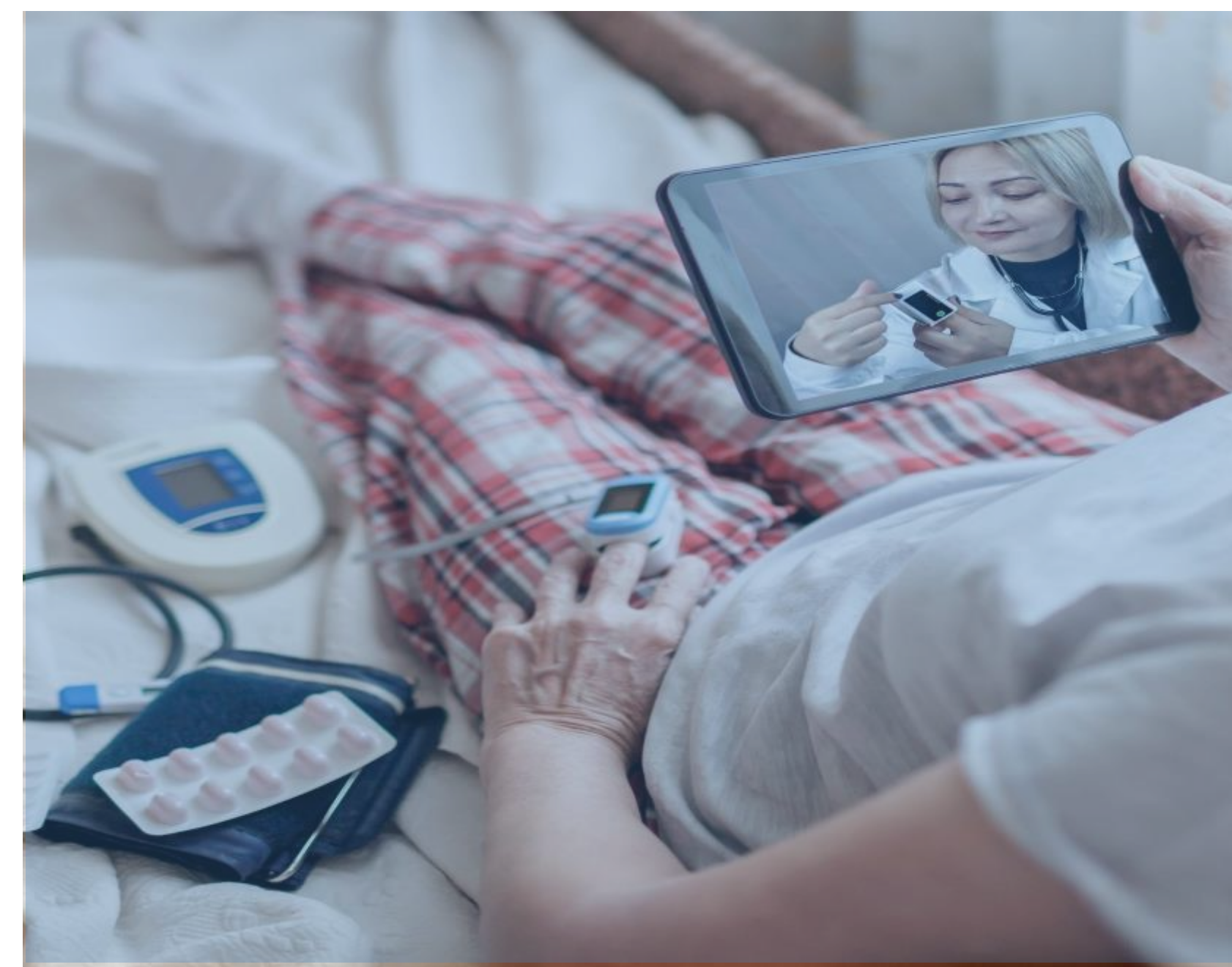
**26 thousand**

Patients treated  
Vital signs recorded

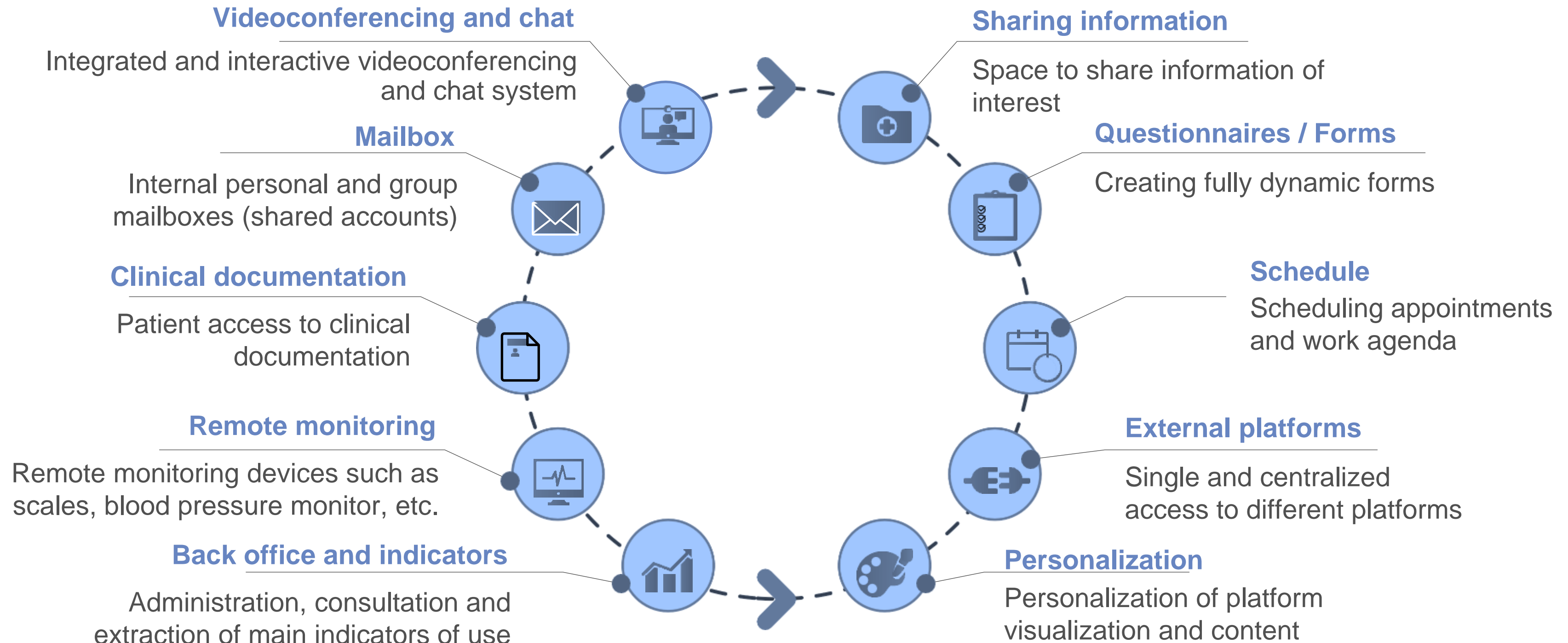
**18 thousand**

Appointments scheduled  
+ 100 thousand email interactions

**+135 thousand**  
Questionnaires answered  
+ 40% success rate



## Abilities



**Algoritmo de auto-Triage**

Formulario de autotriaje configurable





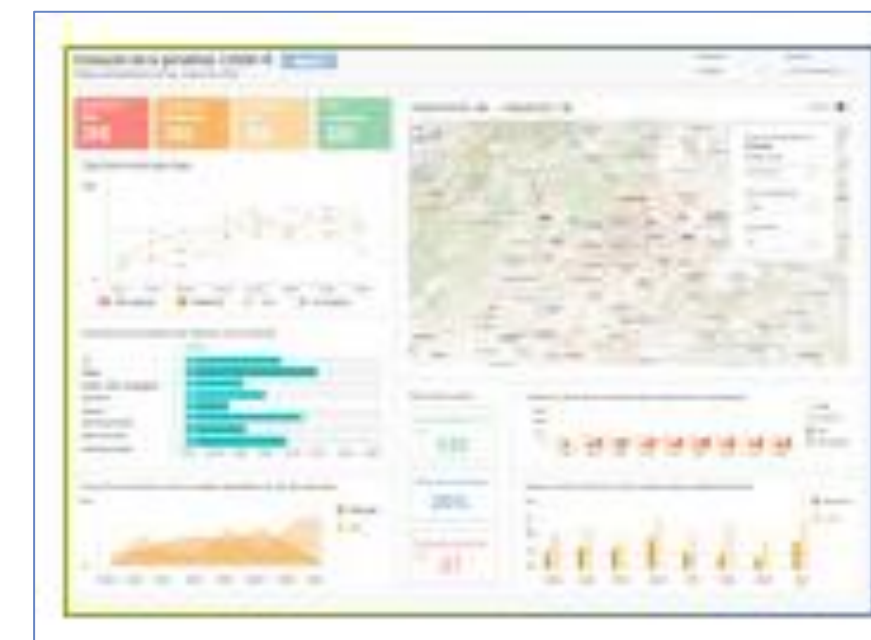
# BENEFITS

An innovative means for new hybrid models of care



## Caring and communicating

Implementing remote care processes, synchronous and asynchronous monitoring and virtual assistants



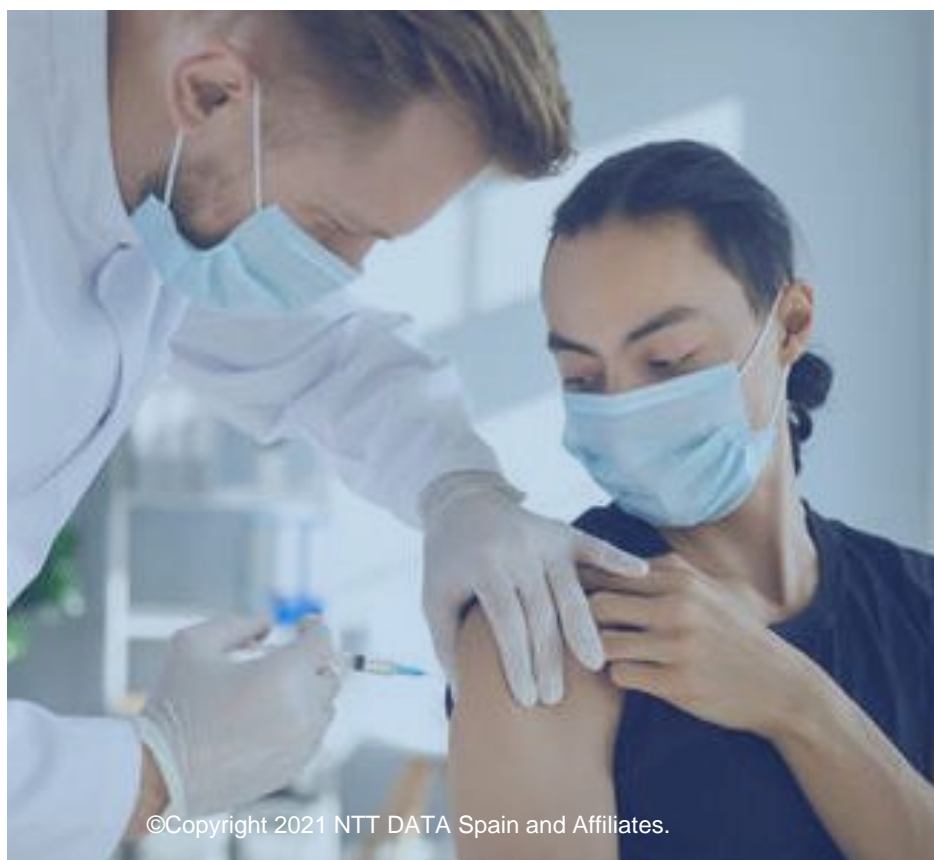
## Managing public health and resilience

Facilitating epidemiological and population analysis to organize and optimize Healthcare resources



## Preventing and educating

Performing proactive services for healthcare promotion, by means of personalized campaigns, plans and reminders



# BENEFITS

## High-quality healthcare services



### Improved access to healthcare services

Swift access to care from any place, increasing opportunities for people.



### Rapid diagnosis and optimization of clinical processes

Patient self-triage system for priority treatment, thanks to integrated virtual agents that redirect cases to the appropriate treatment process.



### Improved patient experience and satisfaction

- Improves service provision and availability, patient comfort, and reduces waiting and travelling times.
- Improved doctor-patient communication and shared decision-making.



### Quality and safety of care

All patient information readily available, integrated with hospital systems, medical records and remote monitoring data.



### Improved continued treatment and coordination of care

Improves continuity of care and monitoring of chronic patients and prevention of episodes.



### Patient commitment and prevention

The patient takes control of their health, actively participating in selfcare, learning and monitoring.



# BENEFITS

Improved community management and resilience of healthcare services



## More responsive public health management and prevention

- Creating patient segments for performing actions and to define each patient's pathway.
- Improved success rates in digital public health campaigns.



## Improved responsiveness in clinical and public health management

- Workable population analysis and follow-up of indicators and metrics.
- Support for healthcare crisis management and epidemiological analyses.



## Improved patient experience and satisfaction

- Decentralizing the demand for clinical attention, preventing the saturation of services.
- Reduced costs of physical visits, reduced rates of hospital readmission, reduced demand for emergency services and reduced hospital stays.
- Lower costs of implementation and maintenance of telehealth technology, available as SaaS service. Increased productivity.

# SOLUTION

An innovative 360° relationship management model with patients based on digital profiles

## Management without CRM

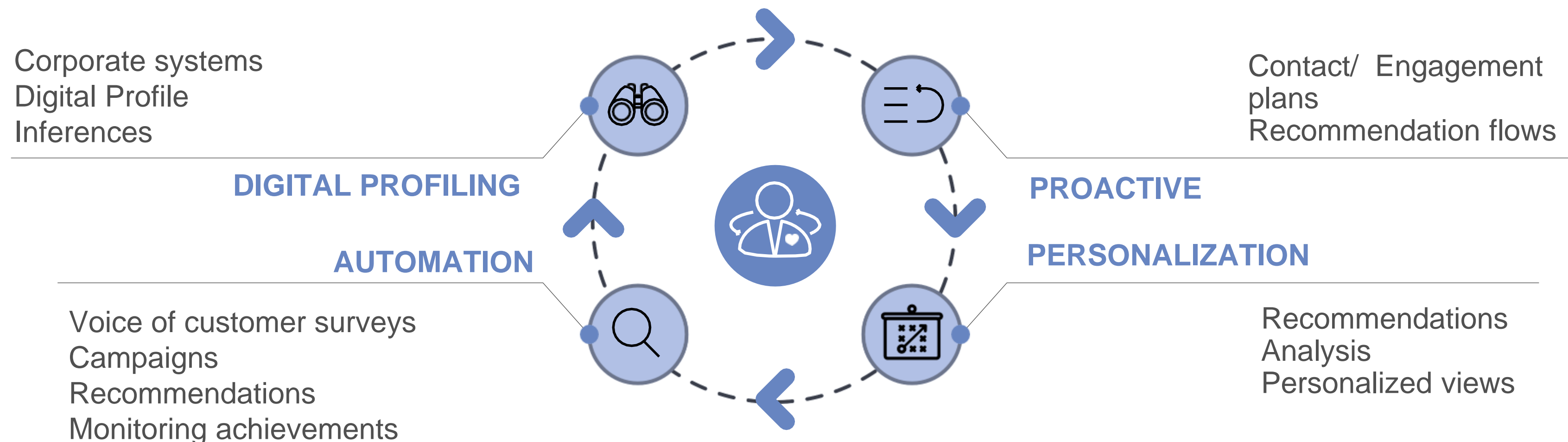
- Without relationship tools
- Limited context user support
- Manual contact actions
- General campaigns

## Traditional CRM - Population profile

- Call center support tools
- Localized context user support
- Manual contact actions
- Campaigns based on segmentation

## Innovative CRM - Digital profile

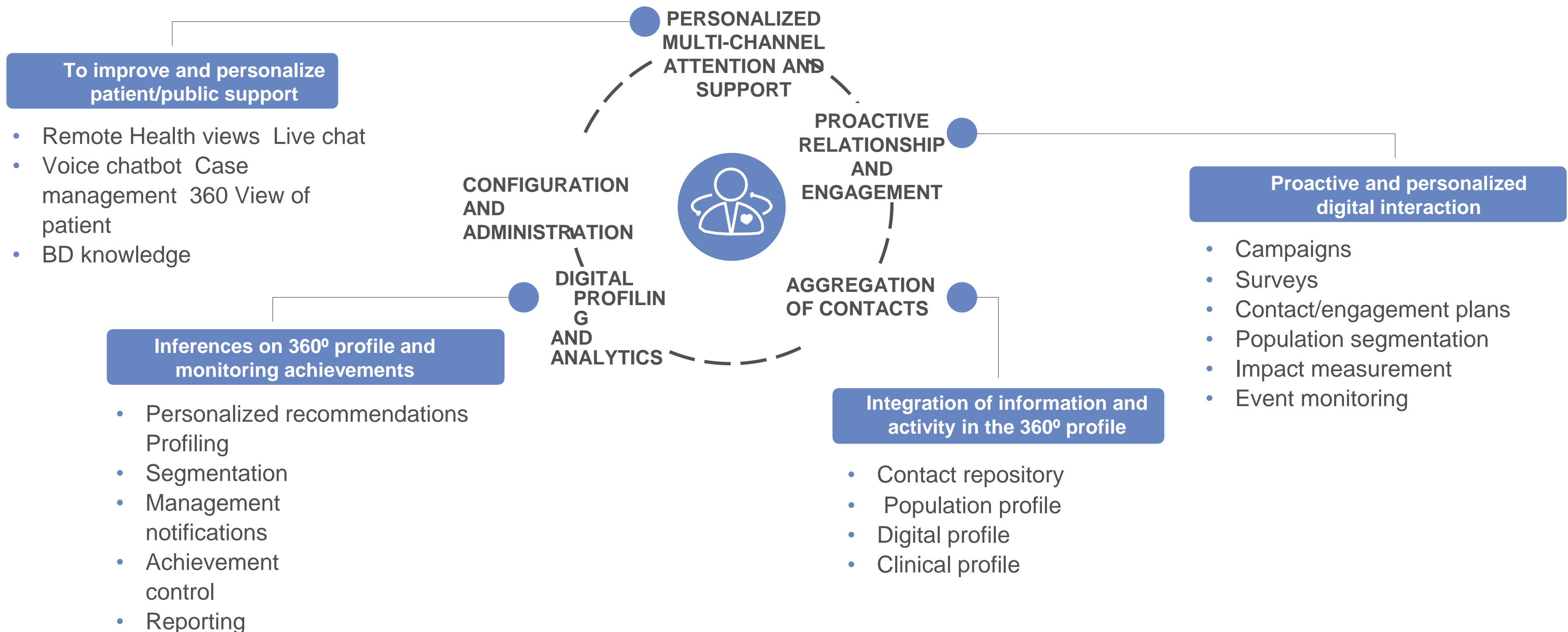
- Cross-cutting tool for organization
- Digital and 360° user support Automated contact actions
- Campaigns based on profiling





# SOLUTION

Managing patient and community relations proactively and reactively

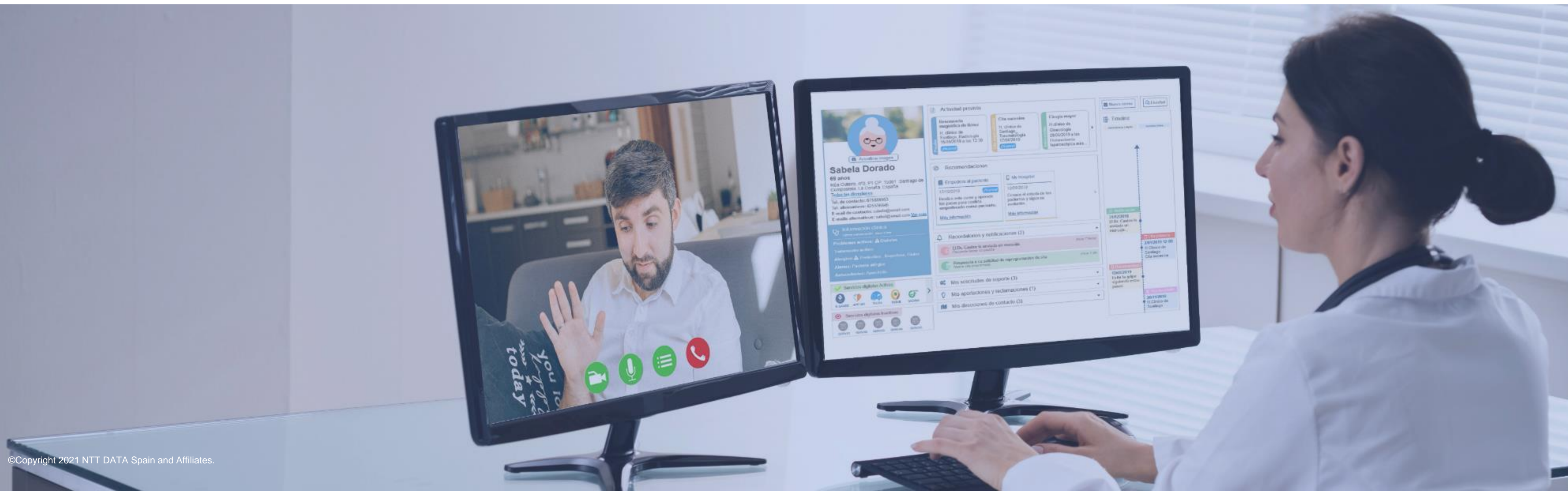


# SOLUTION

A single point with a 360° view of the patient

All patient information grouped in one place for the attention, care and management of their treatment.

Multi-channel access to the system from the medical portal in case of professionals, patient portal or mobile applications available for each profile.

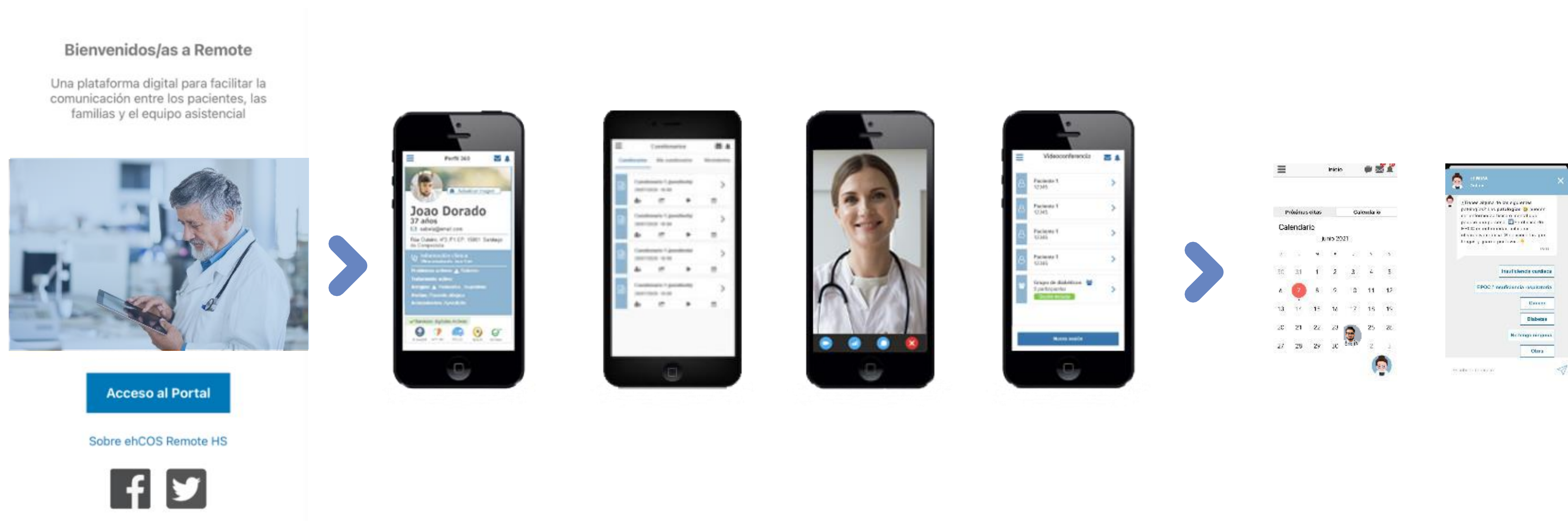




# SOLUTION

## ehCOSRemote Health app

The ehCOS Remote Health mobile APP, available for iOS and Android devices, expands the channels available to access the service and may be used by patients and professionals, with all guarantees of safety, integrity and privacy of medical data.



# SOLUTION

## Telemedicine

During an appointment, all that is required is to start a session on any device in order to have a new channel for healthcare attention and services.



Second  
opinions



Monitoring  
of chronic  
patients



Home Care  
processes



Remote  
clinical  
committees



Pluripathological  
patient  
care



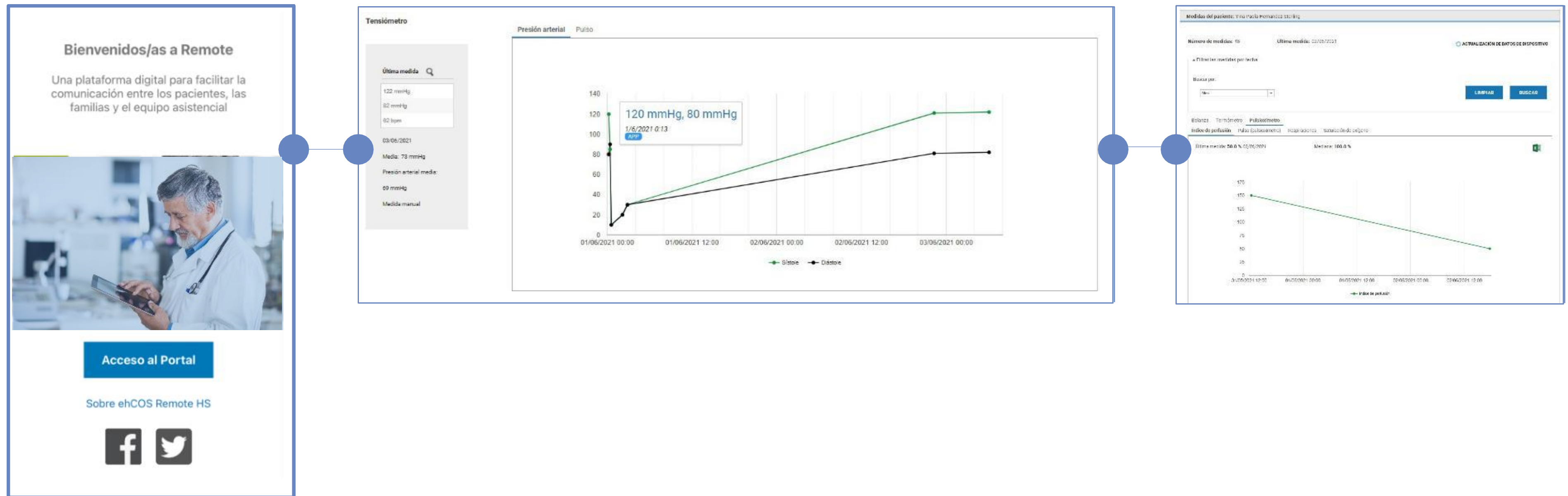
Group  
therapy



# SOLUTION

## Remote monitoring and follow-up

Integration of IoT devices and wearables that allow consistent patient data capture for monitoring their health. These data may also be recorded manually.



# SOLUTION

## Data-based agile decisions

### Clinical evolution analysis

- Evolution of cases at the individual level and relative to severity groups.
- Stratification of patient profiles and medical records.
- Prediction of clinical evolution.
- Case-based analysis.

### Activity analysis (centers, professionals)

- Indicators of activity (center, specialization, professionals, etc.).
- Characteristics of each center (number of ICU, healthcare circuits, etc.).
- Indicators of utilized resources.

### Resilience analysis of the healthcare system

- Availability of professionals.
- Availability of medical resources.
- Predictive models of potential evolution scenarios.

### Cluster analysis of epidemiology

- Evolution of identified cases (models for predicting evolution, graphs for correlating transmission vectors, etc.).
- Identifying the degree of individual and relative evolution according to related groups.



# SUCCESS STORY

Preventing and containing Covid-19 with the help of ehCOS  
Remote Health

## BACKGROUND

NTT DATA accompanies the government of Córdoba in Argentina in its mission for the digital transformation of the healthcare system, for a population of 3.5M inhabitants.

The COVID-19 health crisis has posed a challenge to the system's resilience and ability to respond rapidly and in a timely manner to the increased demand.



## SOLUTION

The healthcare system of Córdoba has implemented ehCOS Remote Health to improve their patient care capacity and for the improved safety of professionals and patients alike.

- **TIMELY CARE AND COMMUNICATION**  
Use of self-triage tools, telecare and remote monitoring.
- **EDUCATION AND PREVENTION**  
With the launch of segmented information campaigns for the public
- **PUBLIC HEALTH AND SYSTEM RESILIENCE MANAGEMENT**  
With the analysis and reporting of metrics and indicators for real-time monitoring of the evolution of the pandemic.

**22.000**

Patients treated

**270**

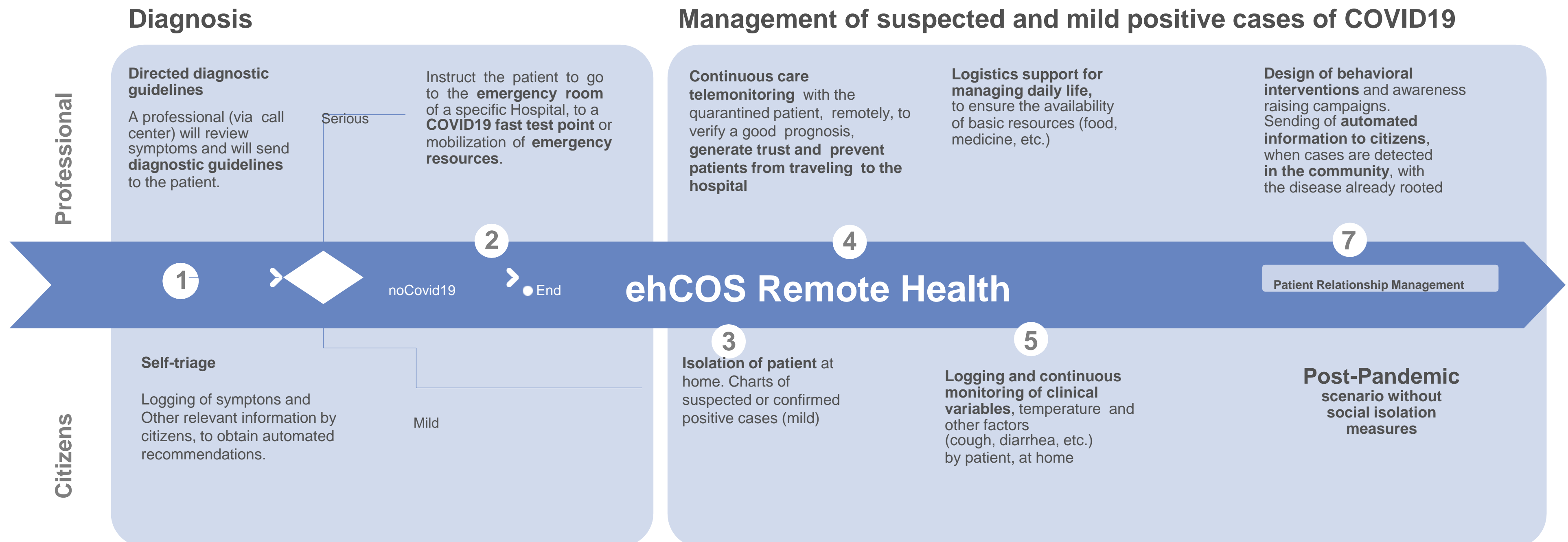
Professionals

**+3M**

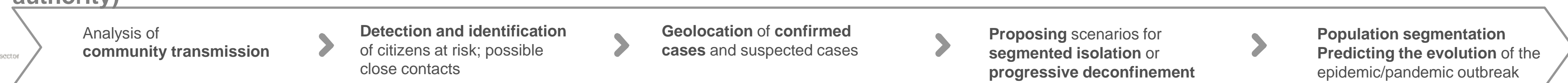
Citizens

Potential  
population size**+ 8,500**Questionnaires  
answered**+ 99% success  
rate****27.000**Medical reports  
generated**16.000**Appointments  
scheduled

# ehCOS REMOTE HEALTH. COVID 19 - USE CASE



Managers and technicians (relevant authority)



A comprehensive solution for self-triage, for directed diagnostic guidelines and for the remote management of patients with COVID19



# Success Cases





# REMOTE HEALTH SERVICES PLATFORM HOSPITAL SANT JOAN DE DEU

NTT DATA



## Challenge

Hospital Sant Joan de Déu de Barcelona makes use of the RHS platform as a patient portal. The platform provides digital channels of care and non-in-person interaction between patients, tutors and hospital professionals.

## Solution

Remote Health Services is a platform that combines digital communication channels in order to promote communication, participation and remote collaboration between professionals and users.

## Outcomes

A new model for the provision of services complementary to the current one and supported by ICT, facilitating the work of professionals and making institutions more efficient.

### Family:

- Direct communication with your professional.
- Avoid displacements
- Time saving.
- Cost reduction.
- Accessibility.

### Hospital:

- New models of care / relationship.
- Improves resource efficiency.
- New clients, without borders.
- Improved inclusion of dependent people.

### Professionals:

- Encourage the relationship between the professional and the user.
- Efficient monitoring of users.
- Direct communication with the user.



**+10.000** Communications  
/ year



**4.000** Completed  
questionnaires



**10.000** Patients Treated



**1,66M** Population



# TELEHEALTH SERVICES FOR THE VALENCIAN COMMUNITY



## Challenge

The emergence of the COVID-19 pandemic and the need for health professionals of the Conselleria de Sanitat Universal i Salut Pública (CSUSP) to have the possibility of providing healthcare remotely, in those cases where it is possible, always integrated into the clinical station and through a single platform on which integrations are implemented with the rest of the CSUSP's own systems.

## Solution

The Valencian health system is implementing ehCOS Remote Health to increase its capacity to attend citizens and improve the safety of professionals and patients during care. Moreover, providing citizens with unique access to services.

## Outcomes

Provide remote clinical services for patient diagnosis, counseling and monitoring, including tools that proactively engage patients to make them much more aware of their own health concerns. The public health user has access to the services offered by the single clinical station from its patient portal available both on the web and in APP.

Potential  
population



5M

Healthcare professionals  
using the system



+ 15,000

# PATIENT'S PERSONAL HEALTH FOLDER BY THE ASTURIAN HEALTH SERVICES



SERVICIO DE SALUD  
DEL PRINCIPADO DE ASTURIAS

## Challenge

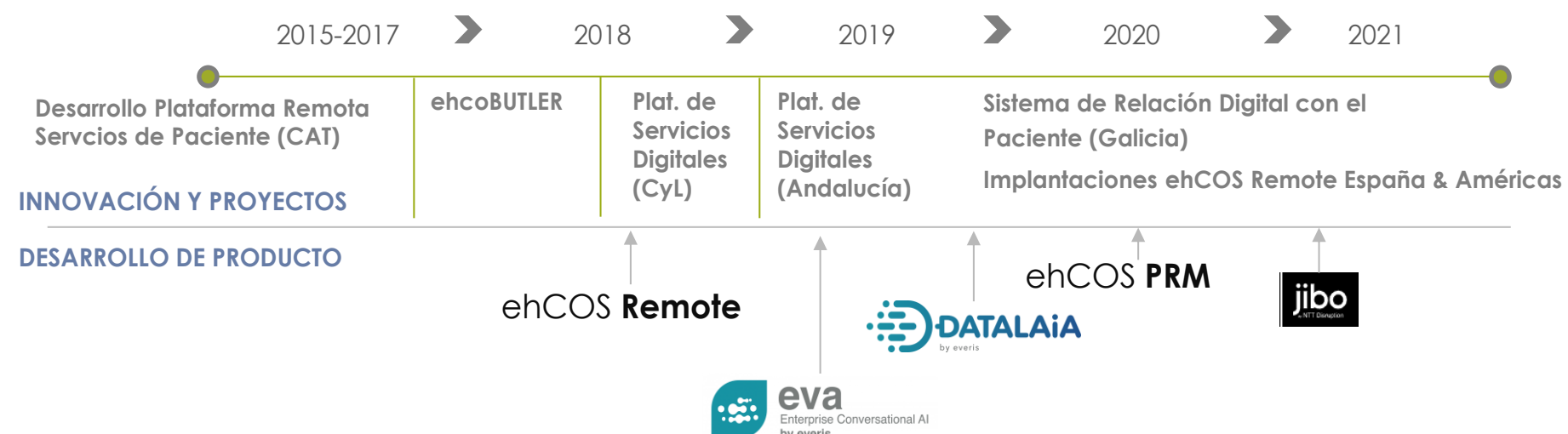
The pandemic caused by COVID-19 has been an accelerator for the development and use of telemedicine, such as virtual medical consultation, and has shown its usefulness, being able to establish hybrid care itineraries that combine face-to-face care with remote care depending on the needs of the patient and other aspects such as safety (thus reducing the risk of contagion inherent in visits to medical centers and hospitals).

## Solution

Development, implementation, start-up and subsequent maintenance of the Personal Health Folder "MiAsturSalud", an electronic application that allows people to access, manage and share their health and wellness information with healthcare professionals. In addition to health information, the Personal Health Folder in most cases includes other services, such as virtual medical consultation, informative material or online courses and training.

## Outcomes

The Personal Health Folder as a unique digital space that contains information related to the health of users. Omnichannel communication that guarantees the response to the information and communication needs of users, whatever the communication channel they use. It contributes to providing a better, more accessible service, and it helps to empower people when it comes to managing their health. By offering patients access to their medical information, being able to schedule appointments, communicate with health professionals or record certain data by writing them directly or collected through devices, among other services, the Personal Health Folder constitutes a very useful instrument for prevention and The health promotion.



Potential  
population



1M



# OMNICHANNEL INTERACTION PLATFORM BETWEEN CITIZENS AND THE GALICIAN HEALTH SERVICE



## Challenge

SERGAS identified the need to equip itself with an innovative technological tool adapted to the health context, which allows it to manage, evaluate and improve the omnichannel interaction of users with the health system. The acquisition of these CRM capabilities is one of the keys that will allow the organization to face the challenges of Code 100 for empowerment and relationship with patients.

## Solution

Creation of a CRM aimed at the healthcare sector (CRM C100) that allows to innovatively manage contacts and the digital relationship with patients / citizens, taking advantage of and enhancing the use of the organization's digital channels and services, providing it with new utilities of relationship based on the automation of contact plans and using advanced analytics to personalize the messages sent to the public.

## Outcomes

To have a transversal platform to the multiple channels of attention to the citizen / patient of SERGAS, face-to-face and telematic, adding the information related to all the contacts of the same with the organization.



**+1.000**

**Campaigns  
per year**



**2,7M**

**Population**

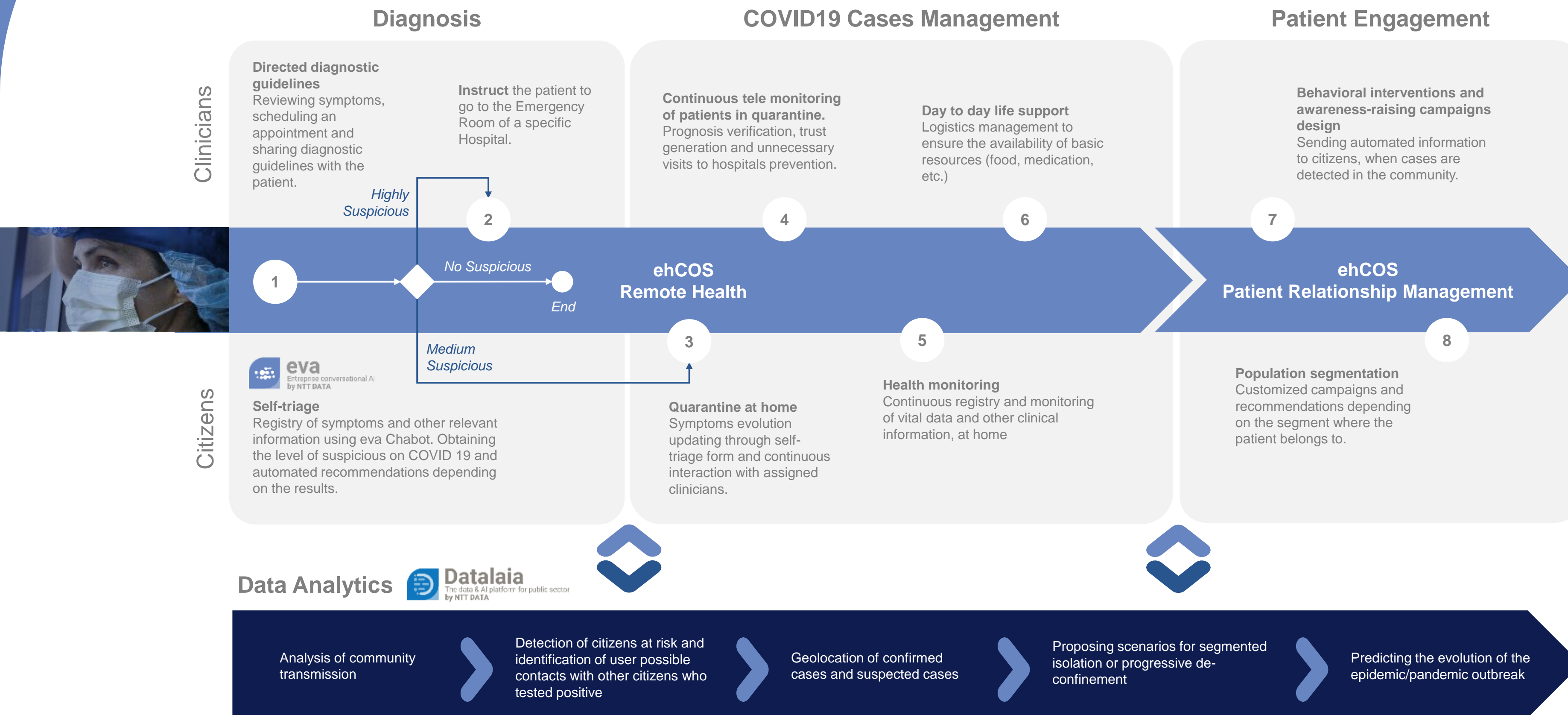


# Use Cases

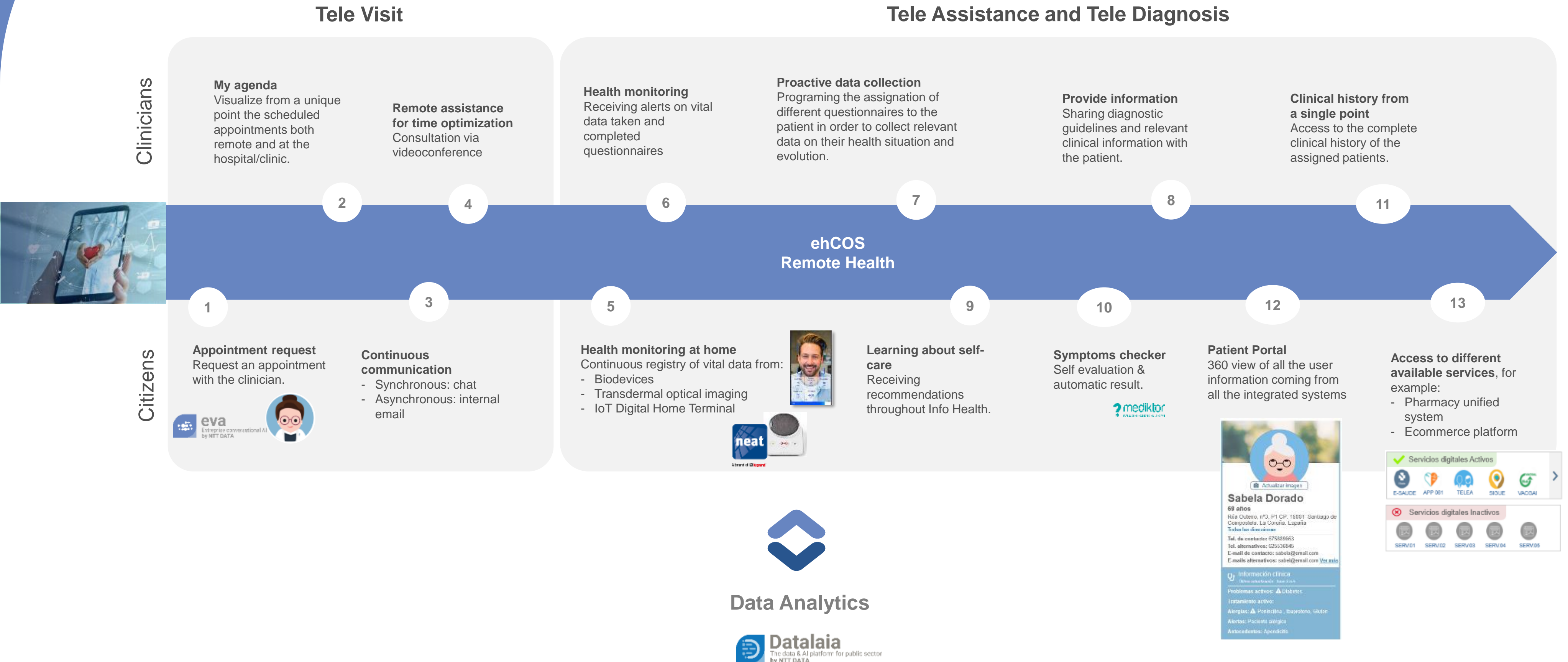




# USE CASE 1 – COVID19 PANDEMIC MANAGEMENT

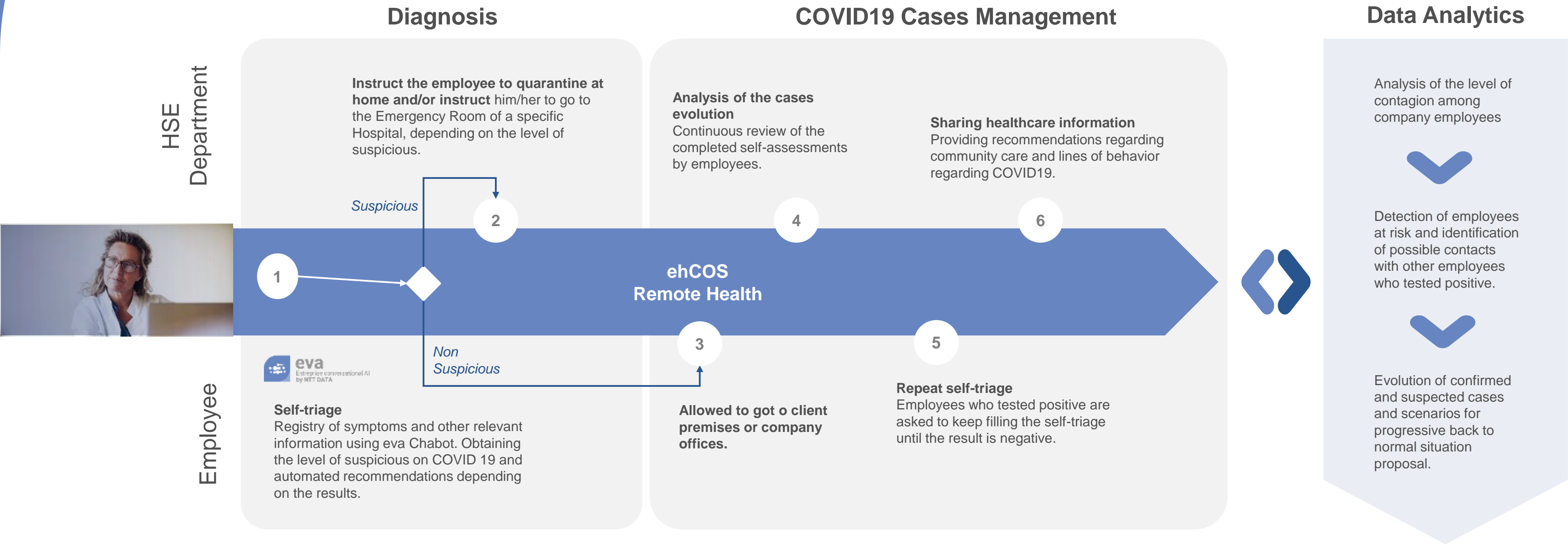


# USE CASE 2 – DIGITAL HEALTH: INTEGRATED PLATFORM

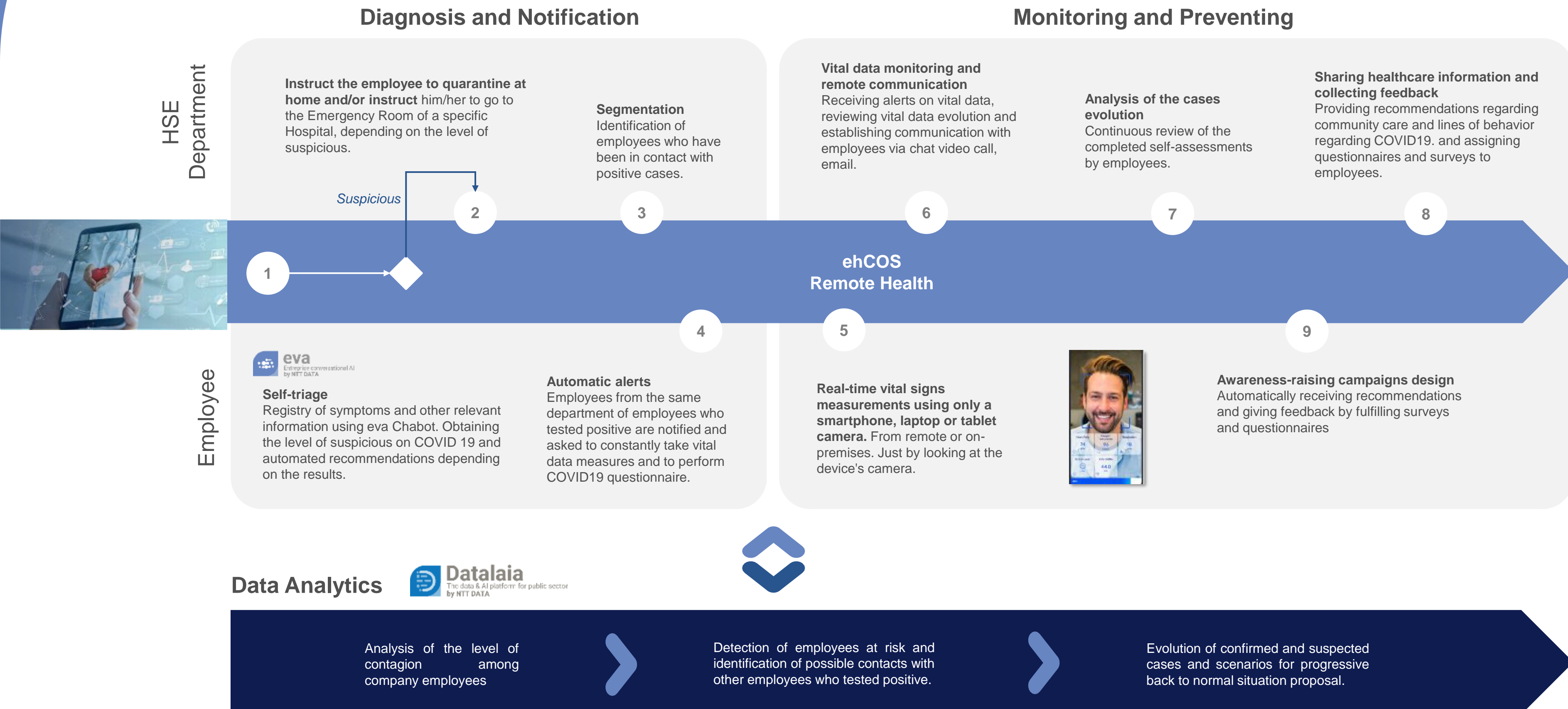




# USE CASE 3 – BACK TO THE OFFICE

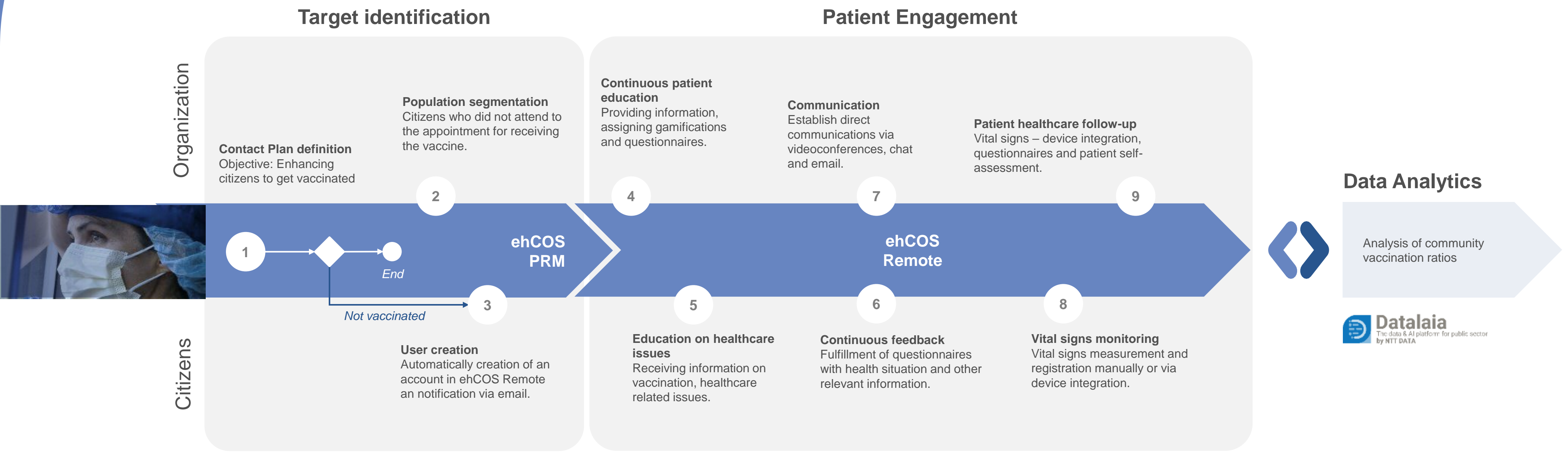


# USE CASE 4 – DAY TO DAY CHECK-IN ASSESSMENT





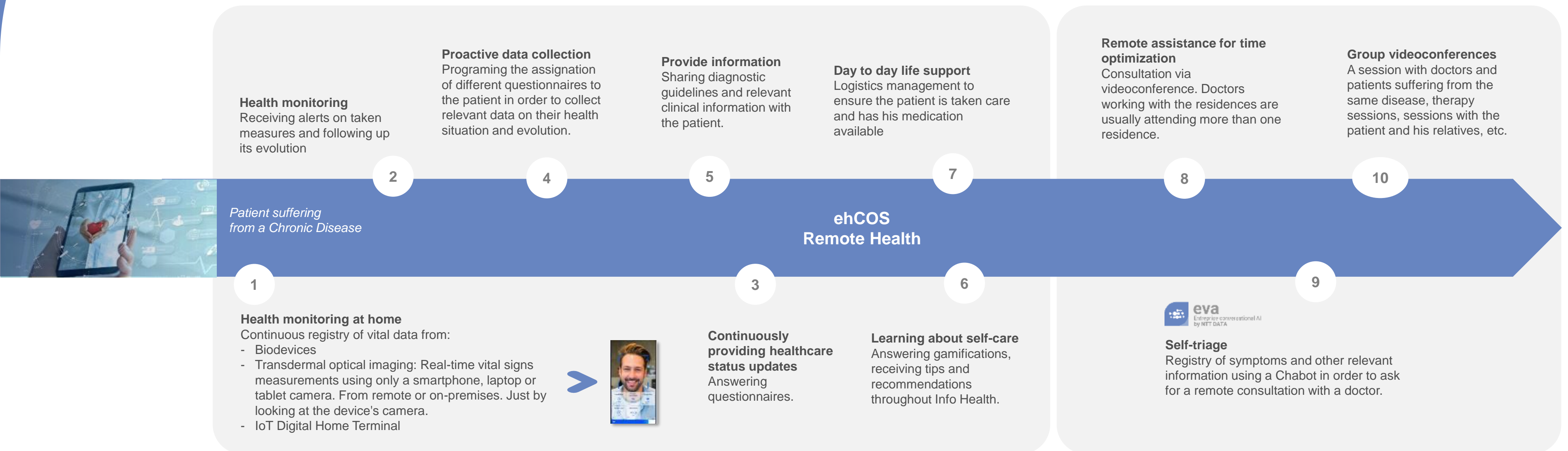
# USE CASE 5 – VACCINATION CAMPAIGN



# USE CASE 6 – CHRONIC DISEASES MONITORING

## Tele assistance and tele diagnosis

## Tele visit

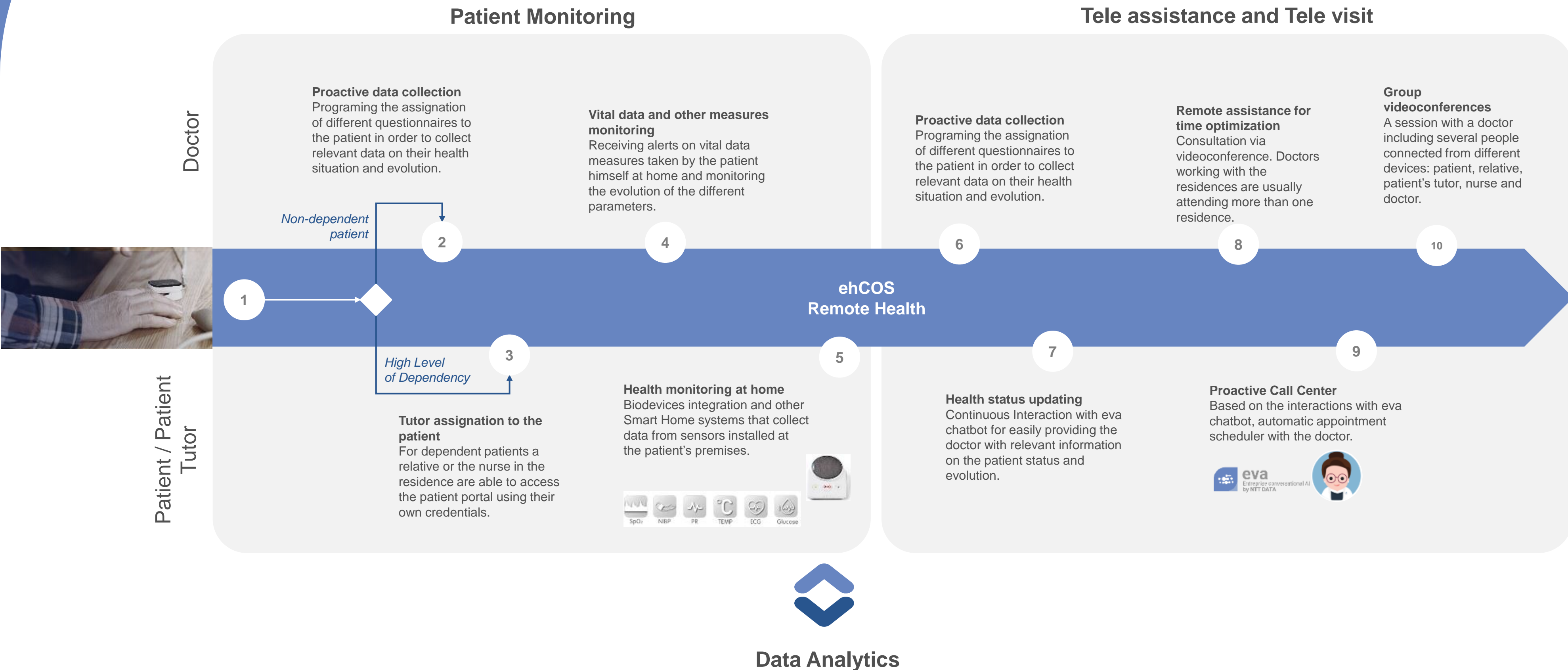


Data Analytics





# USE CASE 7 – ELDERLY LIVING RESIDENCES



We're here to  
help patients, to  
help clinical  
professionals &  
to help you.



Thank you