



Manuela Müller-Gerndt

Daten – Diagnosen – Dialog

Neue e-Health Geschäftsmodelle

FU Berlin, 12. März 2013



Der Healthcare-Bereich ist ein Schlüsselsegment für IBM



Über 6,000 Healthcare-Mitarbeiter rund um die Welt

- Bewährte Kompetenzen in Beratung, Entwicklung, Umsetzung und Betrieb für unsere Kunden im Gesundheitswesen



Know How zu Services, Hardware und Software

- Zugang zu Tausenden von branchenübergreifenden Ressourcen
- Sichere, skalierbare, effiziente und flexible IT-Lösungen



Healthcare-Kunden und Business Partner in allen Regionen der Welt

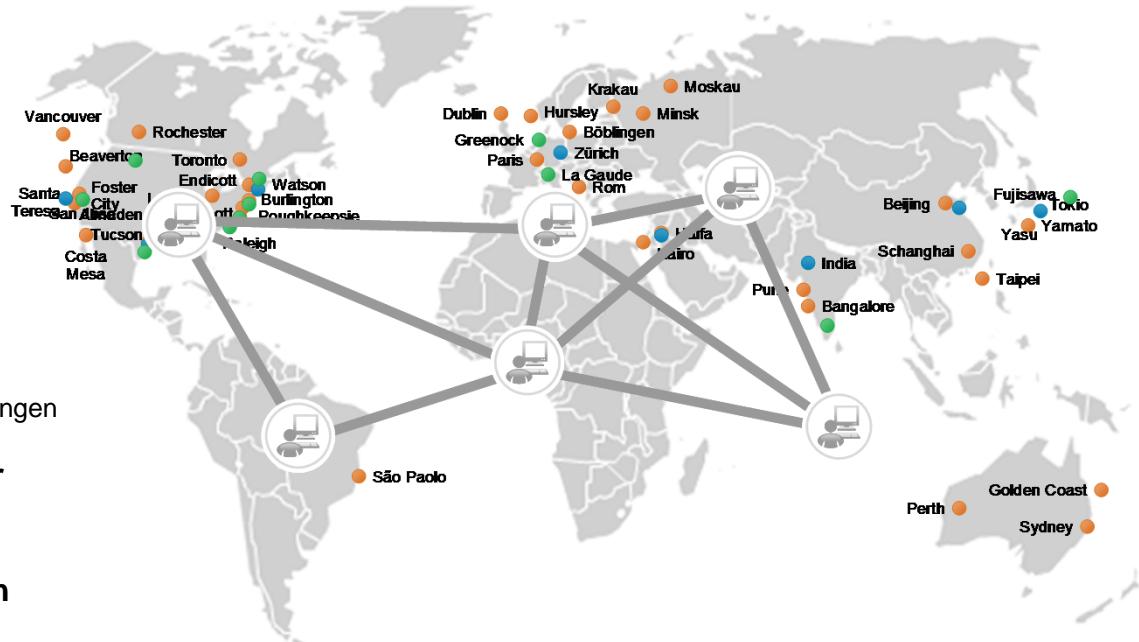


\$ 100M Investition in Healthcare Research

- 100 Forscher in 9 Zentren
- Zusammenarbeit mit Universitäten und Firmen
- Beschäftigung von Medizinern und Wissenschaftlern



Aktive Mitgliedschaft / Vorsitz von wichtigen Standards- & Branchenorganisationen:

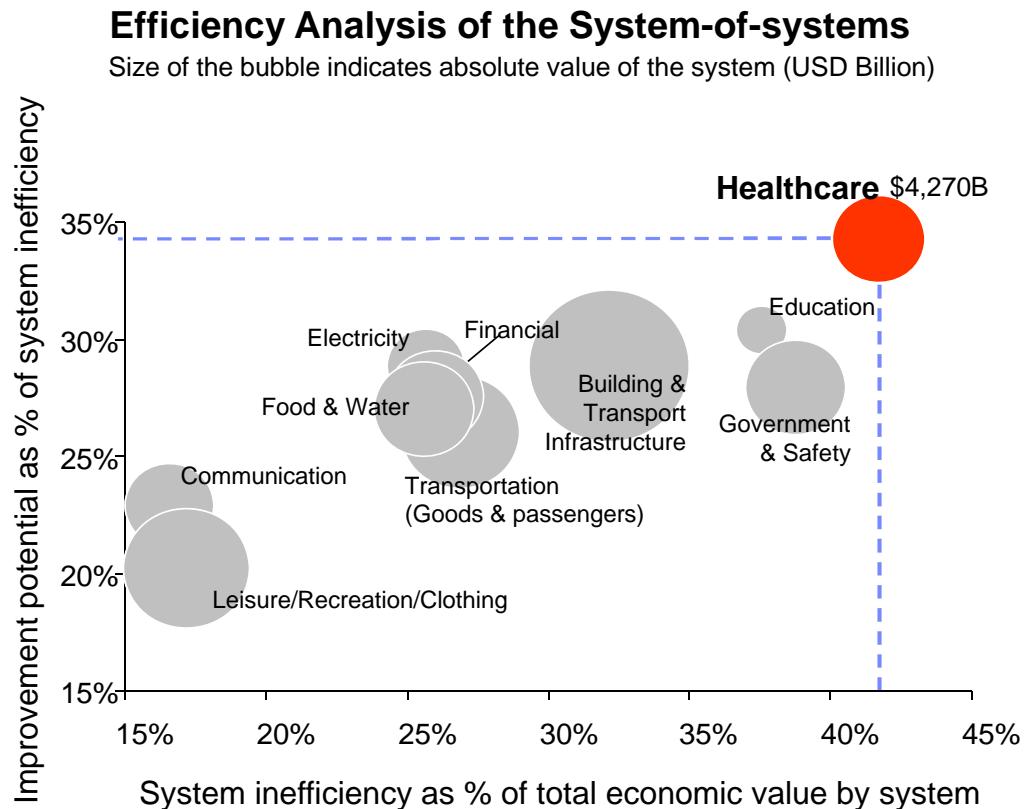


● Grundlagenforschung
● Hardware-Entwicklung
● Software-Entwicklung



Evidence is mounting that the global healthcare system is increasingly challenged by entrenched inefficiencies

- **Healthcare** is the largest contributor to “system of systems” inefficiency, wasting over 2 trillion USD per year¹
- Economists estimate that the current level of **healthcare inefficiency could be reduced by nearly 35%**
- The integration between the various systems extends and amplifies the impact of idiosyncratic **inefficiencies**
- These inefficiencies were attributed to several factors, including the **ineffective gathering, sharing, and use of information**



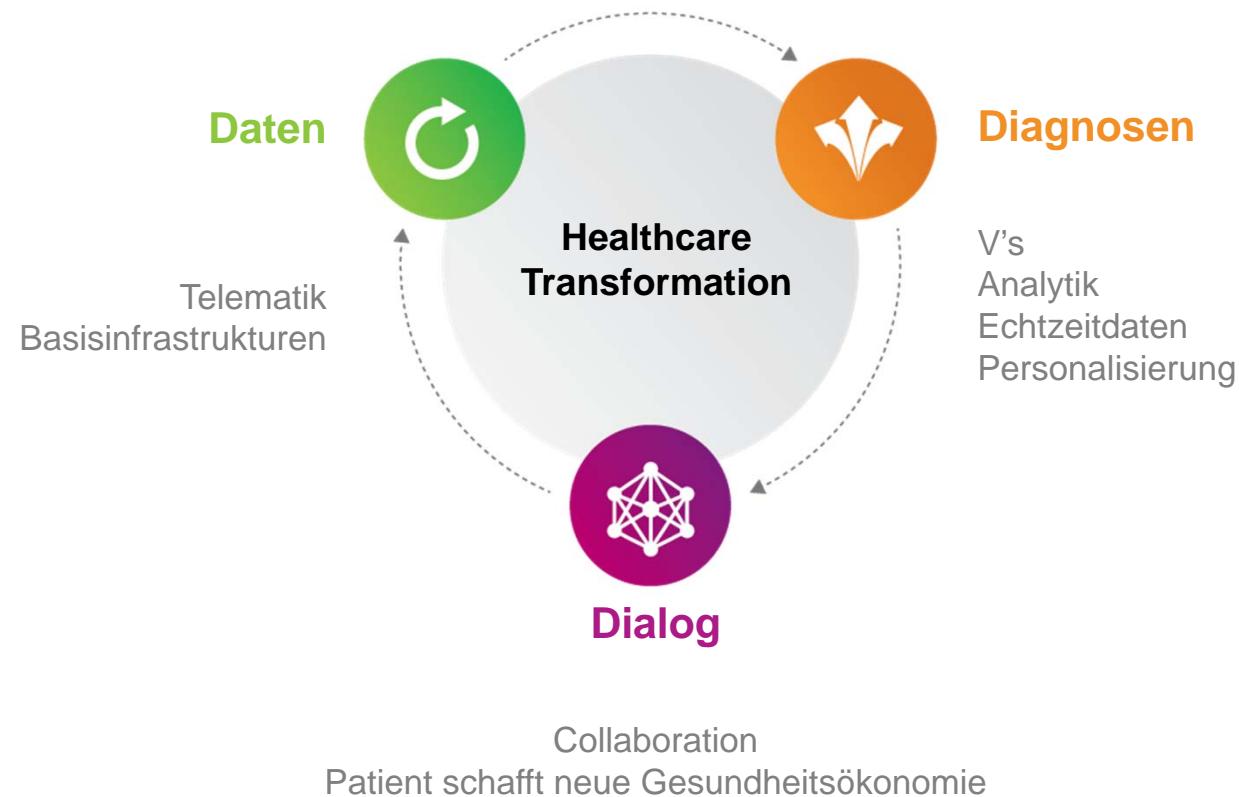
"The problem lies not in technology, but in a lack of common objectives and an incomplete understanding of the importance of efficiencies in the planet's system, a united long-term view and a system for global optimization."

– Economist, Asia Pacific

Sources: IBM Institute for Business Value “The world’s 4 trillion dollar challenge”, January 2010

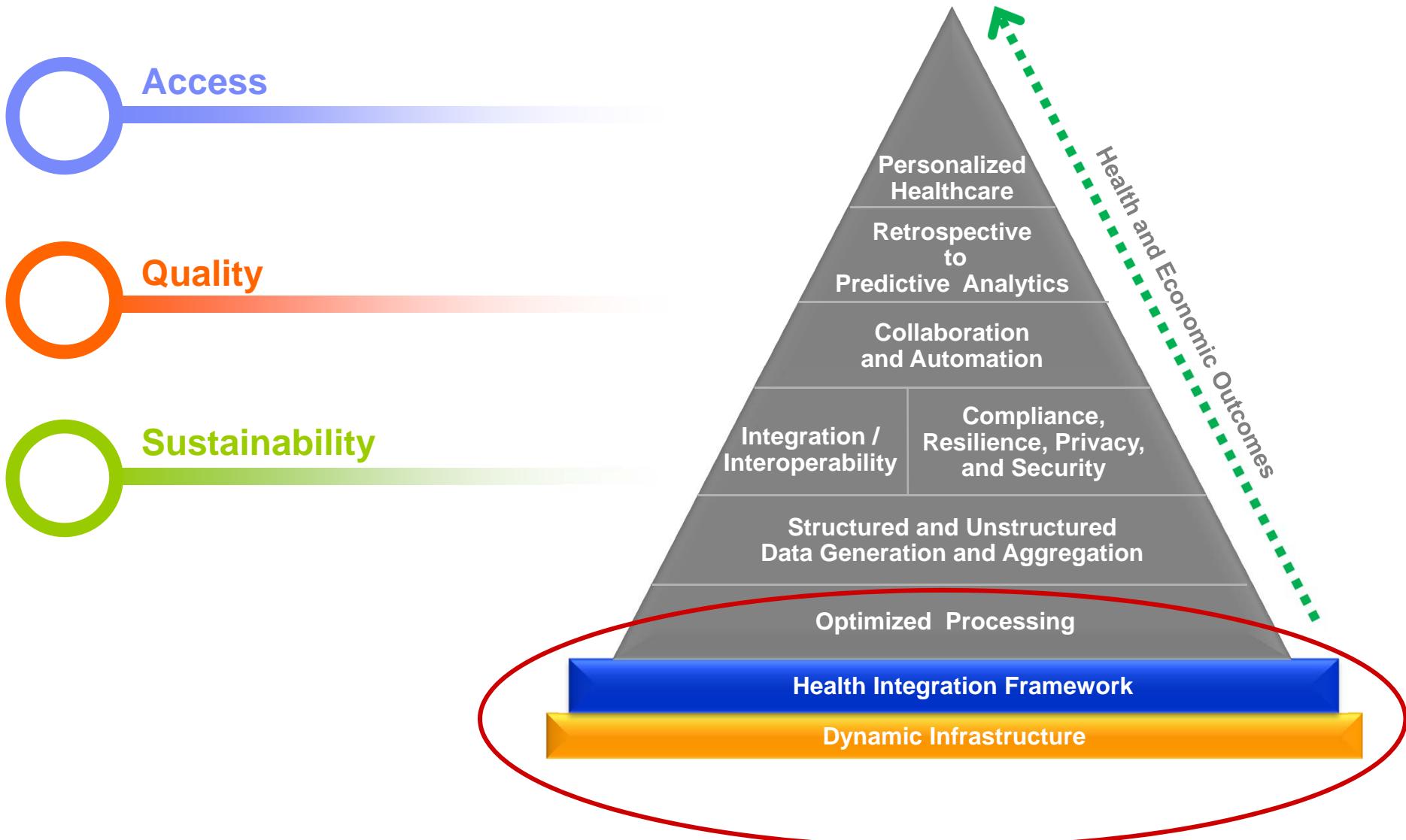
1) IBM Institute for Business Value analysis based on 2009 survey of 518 economists.³

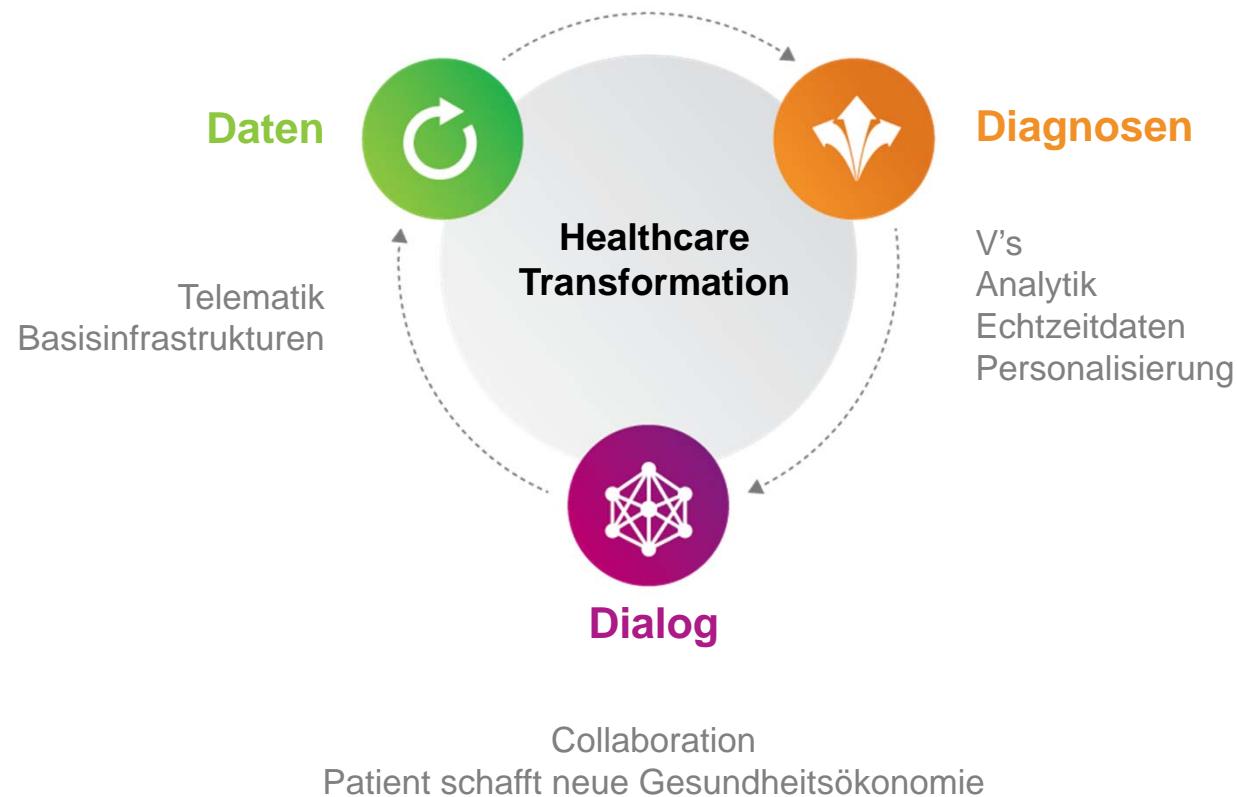
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We apply our systems and solution focus to help you transform and realize business value







Die Zukunft der Transformationen im Gesundheitsmarkt wird datenzentriert sein

Ray Campbell, Exec Dir, CEO Mass. Health Data Consortium.



Was bedeutet Big Data für Healthcare?

Volumen

26 Millionen

Einzigartige Moleküle in der ChemSpider Datenbank, von 400+ Quellen

Velocity

1,000 /sec

Vitalparameter werden in Echtzeit von medizintechnischen Geräten gespeichert

Variety

80 %

Unstrukturierte Daten in Patientenakten, Geräten, Publikationen, Wirkstoffstrukturen...

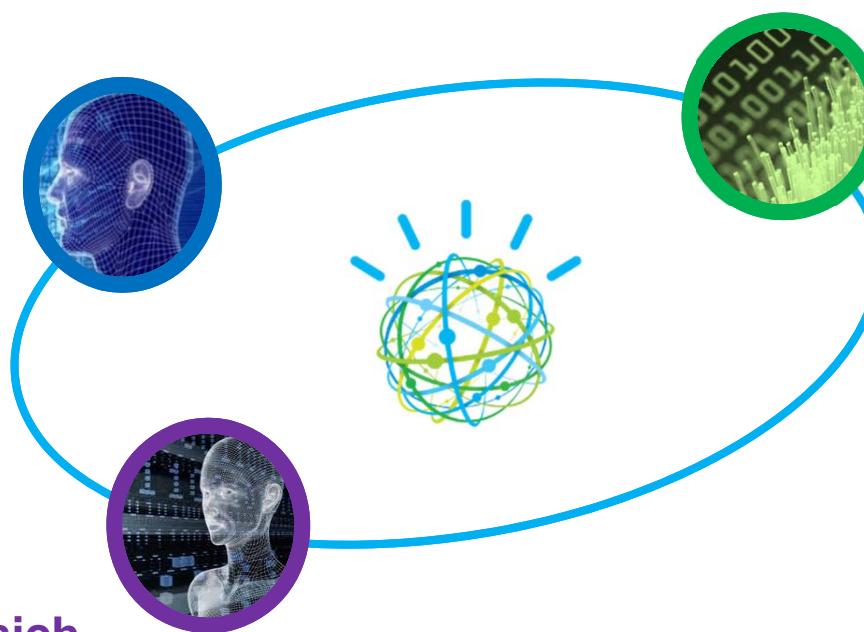
Medizinische Forschungsdaten liegen in riesigen Datenbanken brach, das medizinische Wissen verdoppelt sich alle fünf Jahre, ein Arzt müsste täglich ca. 300 Seiten lesen um auf dem aktuellen Wissensstand zu sein.

Real-time Datenanalyse unterschiedlicher Daten und Bilder wird die Rolle der Monitoring Geräte zugunsten intelligenterer Systeme verändern

Eine Vielfalt von Daten sind in der Medizin derzeit unstrukturiert - Arztbriefe, medizinische Informationen, Gesundheitsreports, Social Media und Web Inhalte

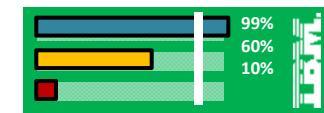
Technologische Basis von IBM Watson

1 Verständnis von natürlicher menschlicher Sprache



3 Lernt und verbessert sich ständig über Feedback und neue Daten

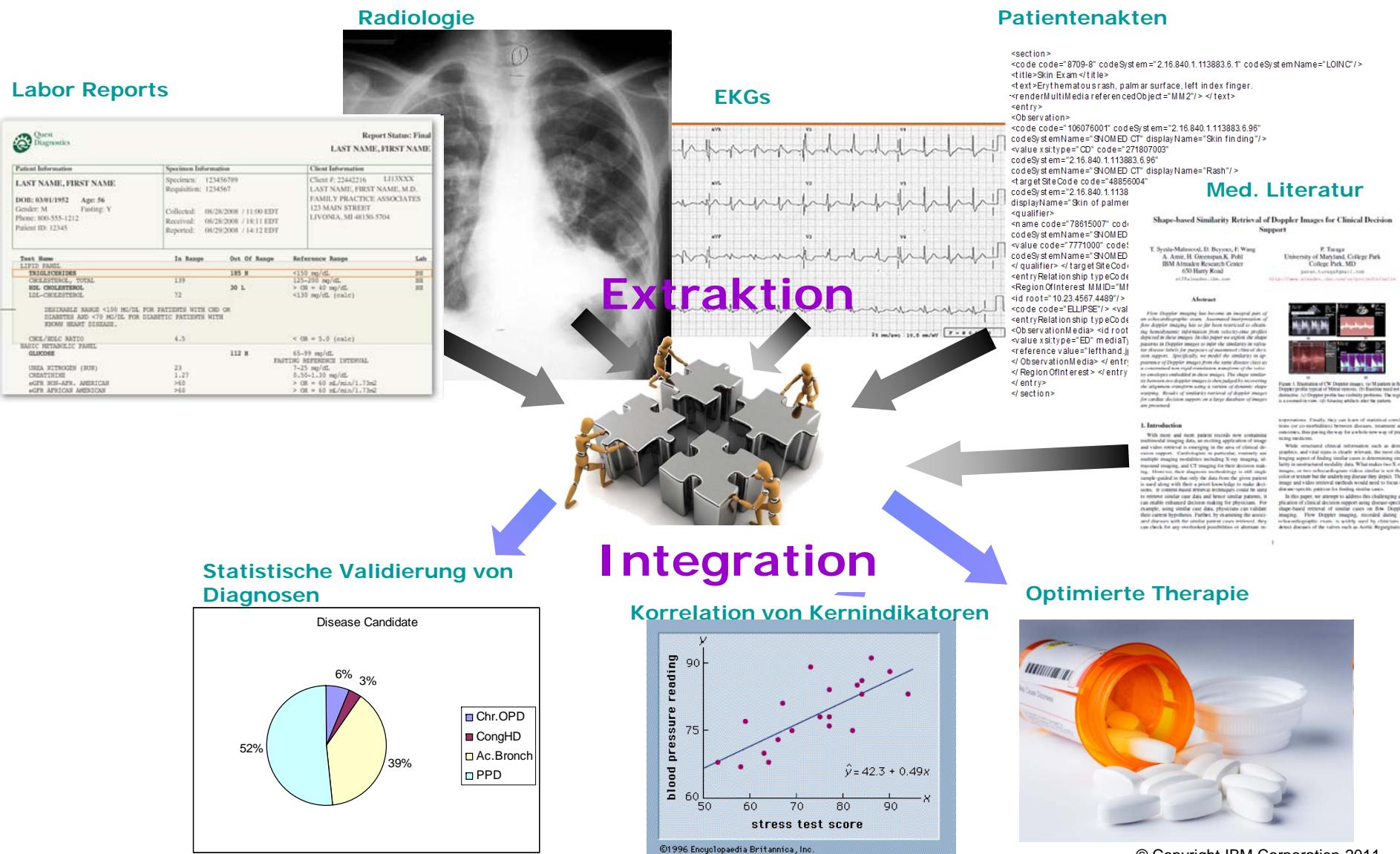
2 Findet und bewertet Hypothesen um Antworten zu liefern



Interdisziplinär und holistisch Wissen verfügbar machen durch systematisches Auswerten von Informationen



Datenarten im Kontext



Treatment Options to Consider



WATSON:

Treatment options are listed based on the information available.

Request Pre-auth

Identified Options

Treatment plan 1

Systemic Chemo: Cisplatin, Pemetrexed, Bevacizumab

Confidence

95%



Acceptable
match with patient
preferences



EVIDENCE

Treatment plan 2

Systemic Chemo: Carboplatin, Paclitaxel, Bevacizumab

Confidence

45%



Unacceptable
match with patient
preferences



EVIDENCE

Treatment plan 3

Systemic Chemo: Erlotinib

Confidence

8%



Preferred
match with patient
preferences



EVIDENCE

Radiation and Surgery are unlikely to be appropriate.

Ask Watson

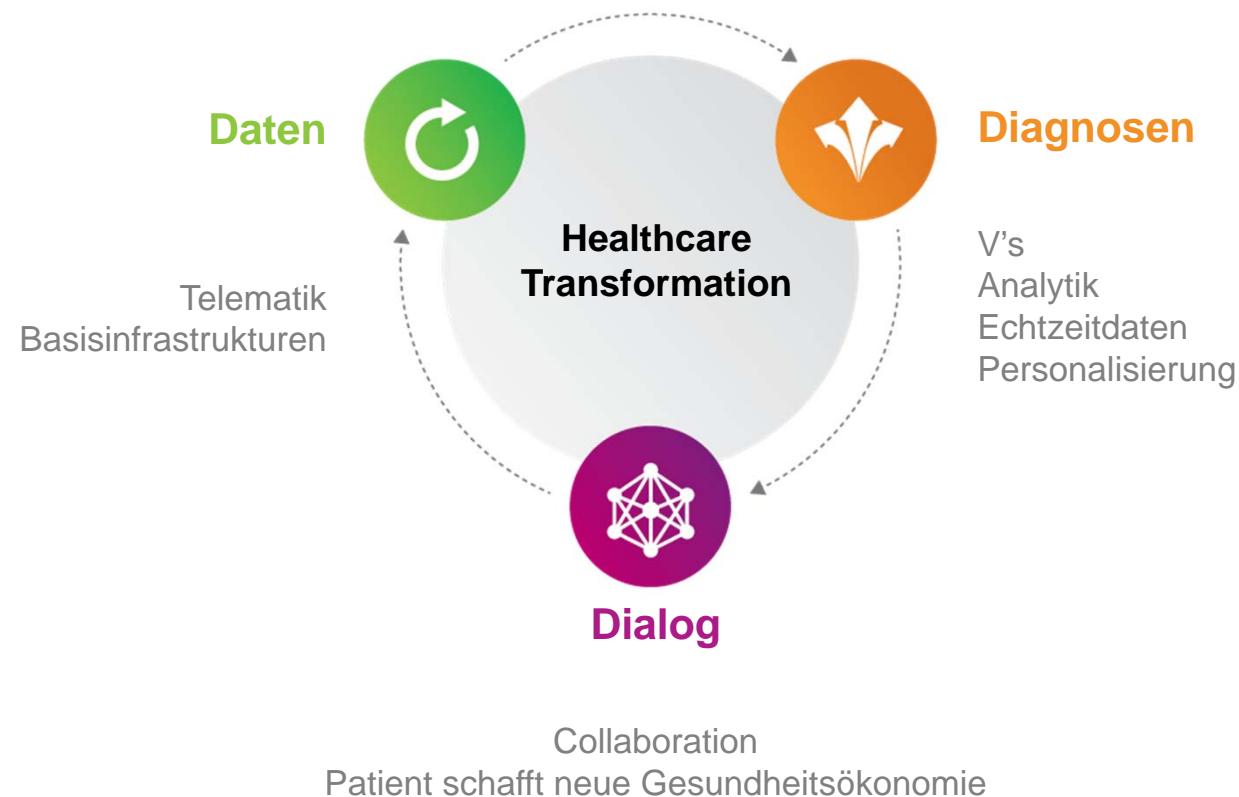


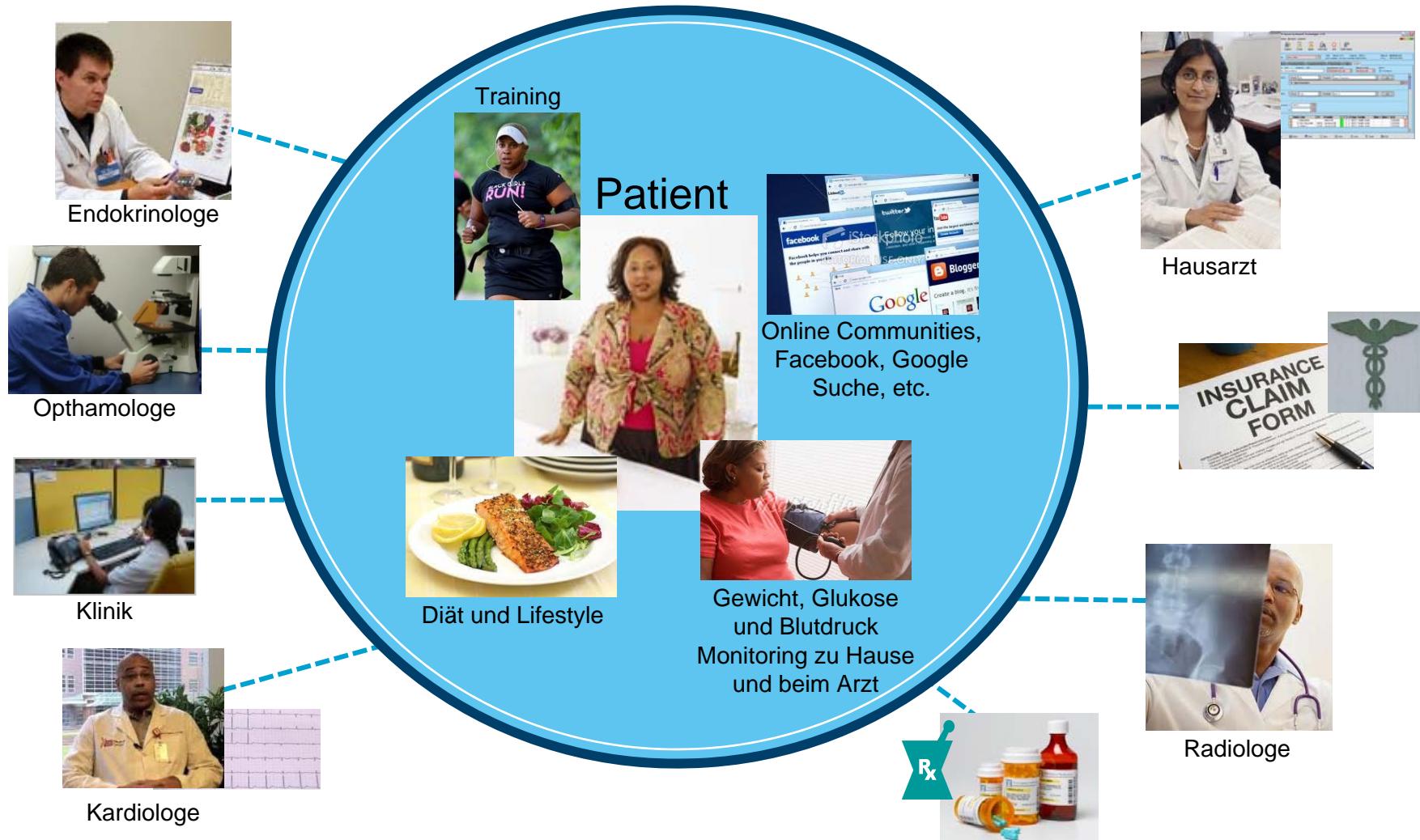
Case Information

Test Options

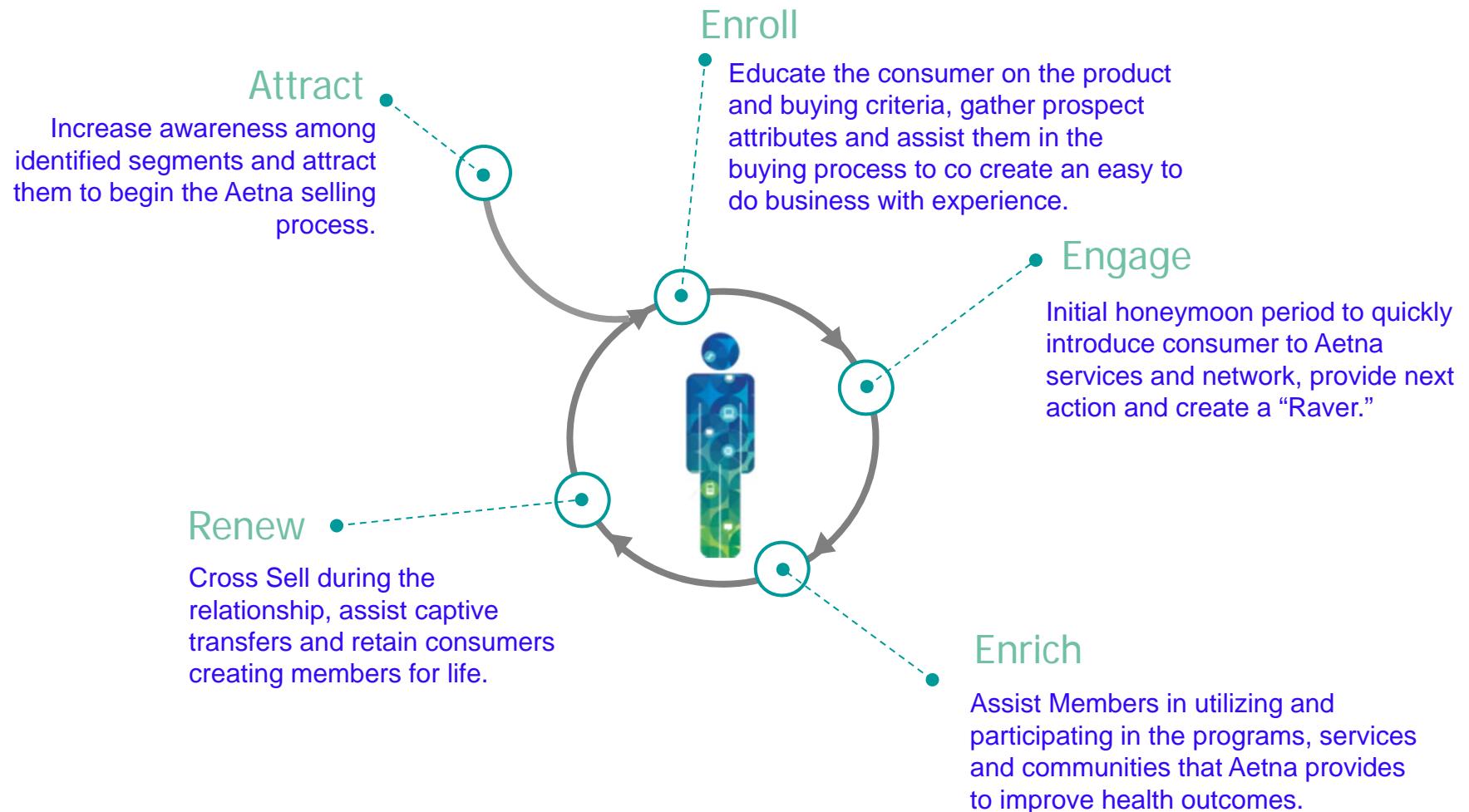
Treatment Options

IBM WATSON



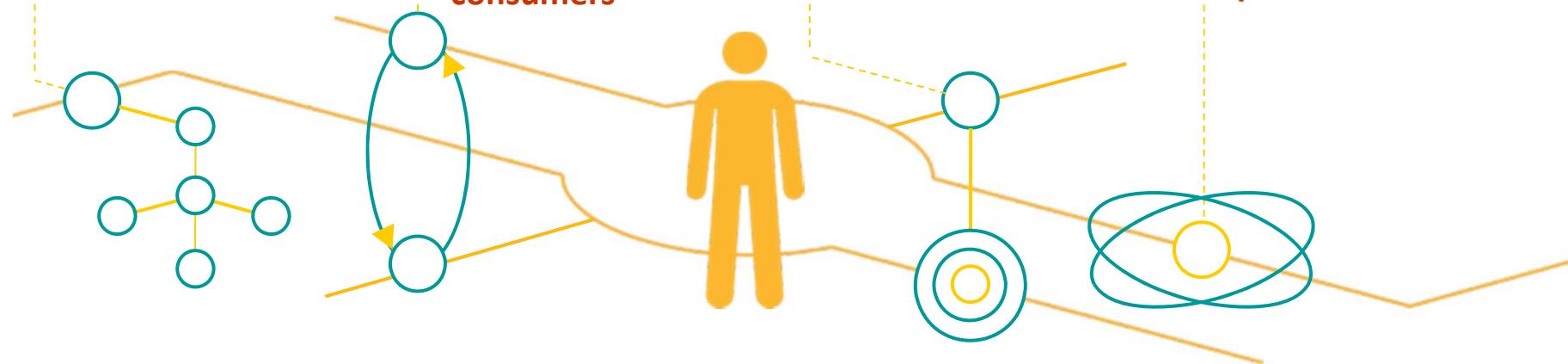


Exceptional consumer experiences is built upon carefully designed and orchestrated consumer engagement lifecycle – Aetna Example



We have entered the age of the: Empowered Health Care Consumer

- Consumers now have **unlimited access to information** and media, 24x7
- Social networking and mobile commerce are dramatically changing **dynamics between healthcare organizations and consumers**
- Consumer **expectations of service, quality and value** are rapidly soaring
- Consumers expect the organizations they do business with to understand them and to **engage via the channels they prefer**



50 million

Number of consumers entering individual & exchange insurance market by 2017

40%

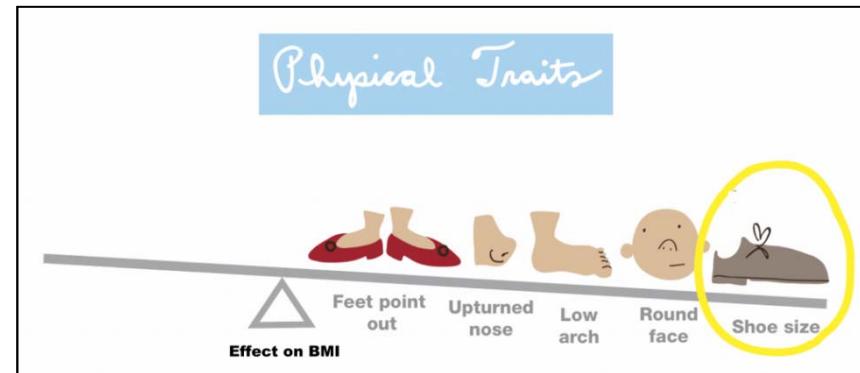
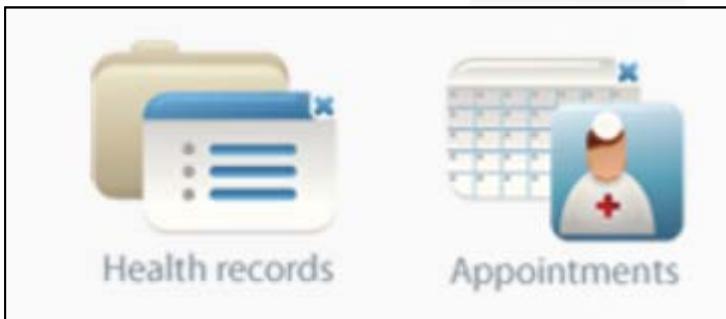
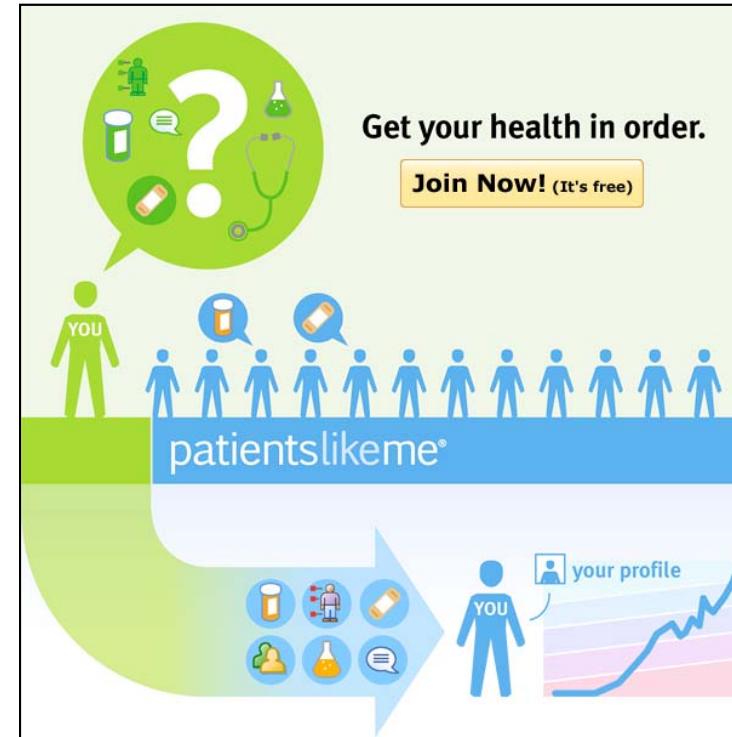
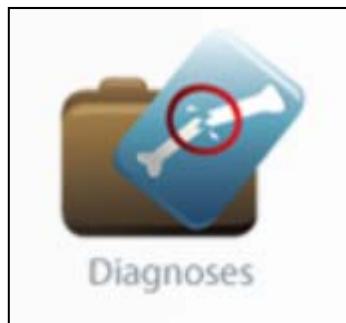
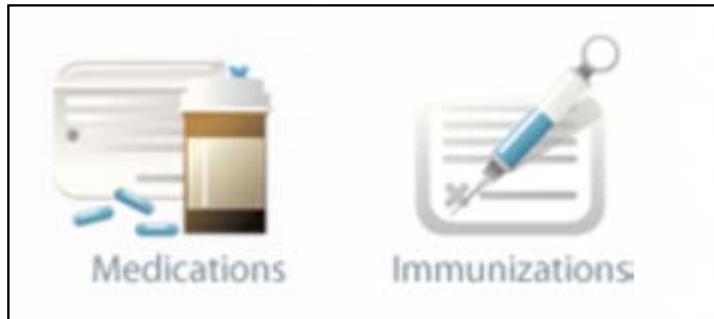
Percentage decline in group health care coverage by 2017

\$430 billion

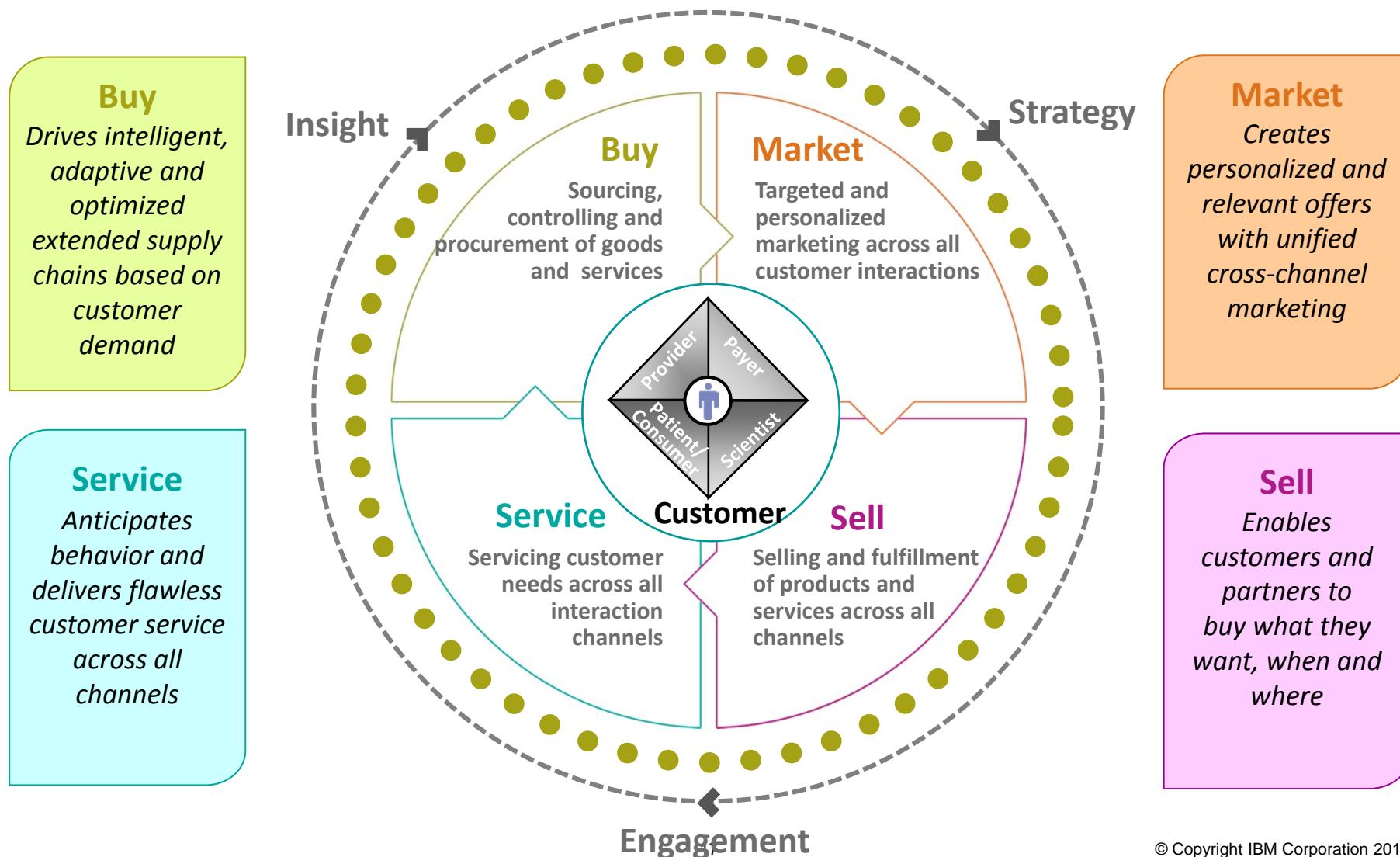
Amount annual private healthcare spending will increase by 2015

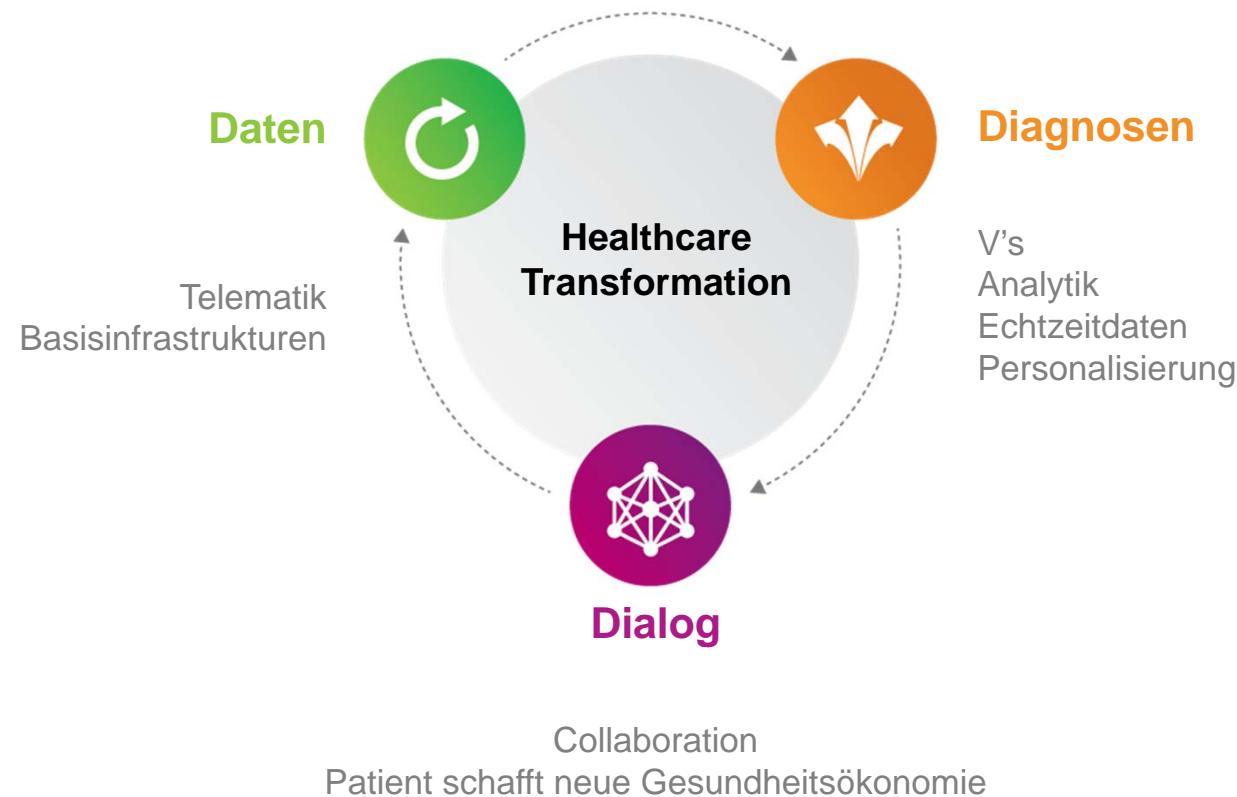


Personal healthcare analytics?



We can help transform every phase/segment of the commerce cycle, no matter where you start







Herzlichen Dank!

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