

### **INSIGHT** INSIGHT INSIGHT

### HOW DIGITAL REVOLUTION IS CHANGING THE MEDICAL PRATICE

### THE BACKGROUND

The demographic and socio-political phenomena of our era is strongly plying a formidable pressures over the worldwide Healthcare system. Unavoidable constrains such as :

- Population aging, longevity, active aging, multi pathologies.
- The economic/social environmental and cultural changes resulting from increasing globalization.

Such scenario requires prompt answers to avoid that population healthcare management becomes problematic by the predicted severe increase in costs and consequential increases of the number of services required and their complexity.

### THE CHALLENGE

Telemedicine rises from the need to share limited medical resources or to share them in a large and low-demand area; however, the focus has always remained on the valorization of resources and cost saving.

Today the challenge is to keep alive the strength of these features, espousing it with the increase of the potential of care, made possible by the overwhelming processes of digitization that inevitably involve our technologies. In addition, the further challenge is represented by the need characterizing the awareness of the "digital patient": *the patient is the center of all processes*, the power of empowerment resulting from digitization must be completely in its own right and to the advantage of his treatment process.

We will move from reactive medicine to a proactive, participatory, preventive and personalized one, aimed at preventing, even before curing with considerable benefits in terms of costs and time. Connected health is when digital technology optimizes spending and improves population healthcare as a whole, not only to monitor disease, but much before in the prevention and treatment phase.

### THE SOLUTION

Welcome to ADiLife, the innovative digital Telemedicine platform that collocates the patient/user at the center of the cure process, providing the doctor and the caregiver with the most advanced digital measurement, diagnosis and treatment tools, keeping the promise to integrate with each new diagnostic technology on the market.

## WHAT IS ADiLife ?

### WHAT IS ADiLife?

The Telemedicine and Connected Health Platform that puts the patient at the center of the cure process .

## WHY DOES THE MODERN HEALTHCARE PROCESS NEED ADILIFE?

- Because it enhances and makes the healthcare process more effective, regardless of where the patient resides (hospital, clinic, residence, home, traveling ..).
- Because it provides clinician with the tools he needs to manage the medical process (measurement of vital parameters, medical history, treatment plan, statistics and trends..)
- Because it gives to the patient the necessary tools to become protagonist of his therapy, conscious of his healthcare process, providing him with the information he needs and wants.

### WHICH PROBLEMS DO WE SOLVE?

We eliminate the distance, we reduce the response times, we bring the doctor face to face with the patient, we give the patient a point of reference for his health regardless of time and space.

ADiLife more specifically meets the following needs:

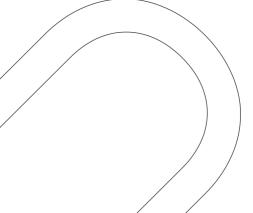
- Functional and technological support for remote medical services management and health care assistance;
- Remote and continuous monitoring of vital parameters and personal health recording;
- Connection to centers of excellence for teleconsultation or second opinion.

ADiLife accompanies the user throughout his life, adapting to his needs and taking care of his wellness with extreme simplicity and immediacy.

ADiLife uses a series of modern medical and home automation devices, suitable for every age and every need of assistance, wearable, non-invasive and easy to use.

ADiLife can be applied over a wide range of scenarios from the simple selfmeasurements of aerobic parameters, prevention and lifestyle, monitoring of chronic patients, to remote assistance of active ageing elderly or long-term patients and weak persons.

# WHAT IS ADiLife?



### WHO DO WE ADDRESS?

Our Clients are Organizations (public or private health structures, Insurance and Mutual, Companies ...) and Private Users (patients suffering from chronical diseases, general practitioners, specialists, clinicians, or simple individual users willing to keep under control their lifestyle and well-being ...).



#### HOW DO WE DO IT ?

Making available to our customers a modern connected healthcare multi-utility platform, capable of :

- monitoring a wide range of vital parameters through the use of wearable and wireless biomedical devices,
- taking care of prevention controlling vital parameter reference thresholds,
- allowing medical opinions exchange between professionals or video collaboration including medical images sharing

ADILIFE also provides a new mode of interaction and communication with the user through CELESTE, a virtual assistant able to fulfill the requests and needs of the user. Based on NLP (Natural Language Processing) interacts to queries with a natural voice. The platform also includes a part of artificial intelligence able to support the operator and / or the user for selfassessment of the various symptoms suggesting the most appropriate behavior and directing the user to the most appropriate specialist or booking a visit. The combination of both tools allows CELESTE to accompany the user through a broad base of medical knowledge including symptoms based on tens of thousands of diagnoses.

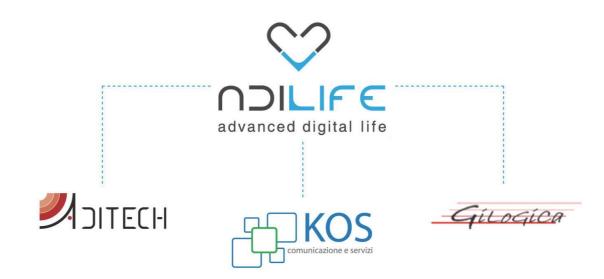


## THE COMPANY

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### THE COMPANY

ADiLife major stakeholders are: Aditech S.r.l, KOS Comunicazione e Servizi srl, Gilogica spa. The 3 companies together have a yearly turnover of approximately 6 million Euro and more than 100 employees with high technological skills





# THE COMPANY

# ADITECH

**ADiTech S.r.l** - Advanced - Digital Technologies was founded in 2006, as a startup aiming to become a point of reference for the development and integration of innovative systems and solutions addressing Telemedicine, Home Care and Wellness . The company's strategy has always been focused in understanding the needs of the healthcare and wellbeing markets, with proactive presence in the major national and European telemedicine organizations and projects

ADiTech provides solutions addressing Home Care, Active Ageing, Ambient Assisted Living (AAL), as well as health care projects for: Prevention, Early Hospital Discharge, Elderly Monitoring, Home Automation, Wellbeing and Sports health care and performances evaluations.

ADiTech collaborates actively with the major telemedicine market stakeholders and thematic associations such as: the Italian Society of Telemedicine (SIT), the Russian Telemedicine Association, the Croatian Telemedicine Association, the Marche Polytechnic University (IT), the University of Camerino (IT), the Institute of Sports Medicine of the University of Florence (IT), the Italian National Research Institution CNR (IT), Milan Lab Soccer Club (IT), the Don Gnocchi Institute (IT), the CIRM, the INRCA of Ancona (IT), the Policlinico delle Marche, the IRCCS of Messina (IT), the Fatebenefratelli of Rome (IT), the ASL 1 of Piacenza (IT), the ASP of Crotone (IT), Minister of Defense special forces (IT), Italian Olympic Committee CONI, the Karolinska Hospital of Stockholm (SV), University of Warwick (UK) and with industry leading companies for the provision of innovative healthcare monitoring solutions and services such as: Zephyr, XYZLife, Visiomed/Bewell, TAIDOC, Compunetix Europ Assistance, Telecom Italia, FERRARI, CISCO, MUTUA CESARE POZZO

ADiLife is the 3rd generation platform so far developed by ADiTech merging and sharing with its partners know how .

## KOS COMUNICAZIONE

### KOS Comunicazione e Servizi S.r.l -

The Company was born, thanks merging the experience gained by its founders in the Health and Welfare market sector, with the aim to cooperate with the most important scientific societies, professional associations, universities and public and private organizations and companies to create, support and implement networks, relationships and collaborations between different subjects in the healthcare market.

KOS provides services for integrated communication, image promotion, consulting and organization of social events (congresses, conferences, seminars, etc.). Design, organize and promote congress, seminar and seminar events, as well as refresher and professional training activities in particular in the medical and health field, according to the National Continuing Medical Education Program (ECM) of the Ministry of Health and AGENAS or also for other professions (journalists, lawyers, engineers, etc.).

Particular attention is paid to activities aimed at promoting, developing and implementing integrated communication projects, also in collaboration with other subjects and institutions, aimed at the development of prevention, improvement of health and social care, the dissemination of best practices in health care and to develop and implement eHealth projects.

KOS manages press office and media relations activities; to design, create and edit periodical publications in compliance with current regulations, also on behalf of third parties.

Furthermore, using information and communication techniques, information technology and any other useful tool aims at improving social and welfare services, promoting prevention and improvement of lifestyles, diagnosis, treatment and monitoring of diseases and in general health protection.

KOS has established significant cooperation with the most relevant scientific health organizations such as SIHTA - Italian Society of Health Technology Assessment, which organizes annually the Social Congress and the activities of the Policy Forum, for the AIIC - Italian Association of Clinical Engineers, Cesare Serono Foundation and SIMMG - Italian Society of General Medicine.

It also collaborates on a permanent and exclusive basis with the "Giuseppe Cannarella" Institute of Advanced Health Studies for the implementation of its conferences and communication activities.



**Gilogica SpA** – Is the financial and industrial holding company of the group composed by Solving Team srl and Geek Logica srl. The core business address consulting and support activities for companies in the IT market that operate for Central Public Administration and digital healthcare. The main technological areas covered by the group are:

- Mobile & WEB Application Development;
- E-Health
- IT Security;
- SOA;
- Document Management.

The group is ISO 9001: 2008 certified (EA33 EA35 EA37). The main customers of the group are: SOGEI, Ministry of the Interior, Ministry of Economy and Finance, Ministry of Justice, Court of Auditors, State General Accounting Office. Ministry of Defense, BNL, Equitalia.

The main partners are: IBM, Accenture, Engineering, NTT Data, Reply. Participates in the following plural subjects: Consorzio Publica Utilitas, TGT Network, FID Application Consortium.

Gilogica group is very active in the Development and Application Maintenance Services envisaged by the MEF-RGS Public Finance Contract and the MEF - Corte dei Conti and SOGEI Java / Cobol; for the services of Design, Development and Application cooperation and maintenance of the Anti-Mafia Certification System for the Ministry of the Interior; in the implementation of the new Information System (SIGMIL) of Military Justice and the institutional web portal of the Military Magistracy and the Ministry of Justice. Management and Conducting Services for the Application Management of the Portal for the On-line Services (Sole) of Corte dei Conti, of the SANA Project for the automation of procedural and documental services of the Civil Administration of the Ministry of the Interior; finally, in the Services for Conducting Maintenance and Evolution of the Information System of the Judicial Register and in the Services of Software Development, Maintenance , Application Management and Service Desk for the Information System of the Civil Liberties Department and Immigration of the Ministry of the Interior.