
The Future of Healthcare Technology



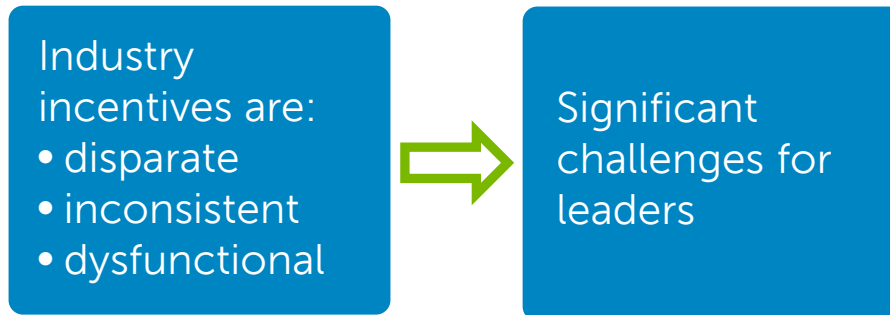
Jamie Coffin, PHD
Vice President & General Manager
Dell Worldwide Healthcare & Life Sciences

The premise

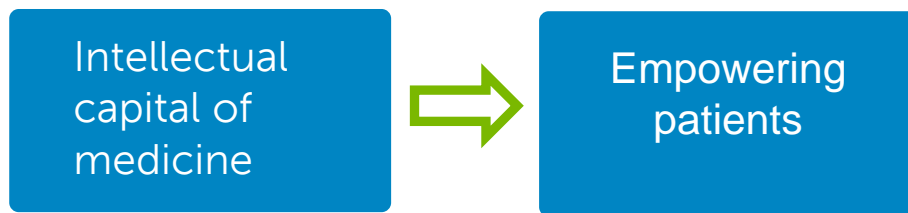
- Societal demands for healthcare:



- Industry incentive cause and effect



- Societal shift—information democracy vs. professionally dominated theocracy



Healthcare forces

- Continued Shortage of Trained Medical Personnel
- ARRA driving EMR adoption
- New Care Delivery/Coordination Models (ACO, PCMH)
- Privacy/Security Issues
- Explosion of data
- Complexity of IT Steadily Increasing



Peripheral Intelligence

Cloud computing

Mobile Devices

Patient Registries

**Where do we go
from here?**

ARRA

Health Information Exchange

Interoperability

Electronic Medical Records



Better healthcare
starts with better
information.

Dell Healthcare's vision is to help the world create
information-driven healthcare
and accelerate innovation.

When healthcare is information-driven:

Information is interconnected

so that it is available when and where it is needed to save lives.

Data becomes knowledge that moves healthcare beyond episodic care to prevention.

Patients are empowered to take control of their own health by being connected to better information.

Information is
interconnected



Healthcare becomes a true system



To move beyond episodic care to prevention and wellness management

To coordinate and manage patient care

To streamline administration and reduce costs

For early warning and coordinated response to infectious disease

To transition to personalized medicine

Information is
interconnected



Communities of care are created



Hospital
or health
system



Rx



Data
providers



Labs

HIE



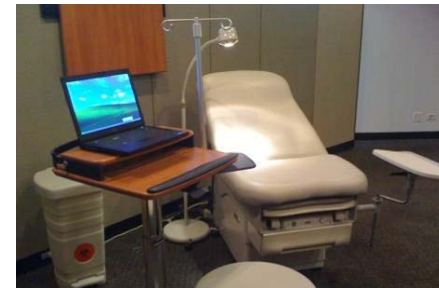
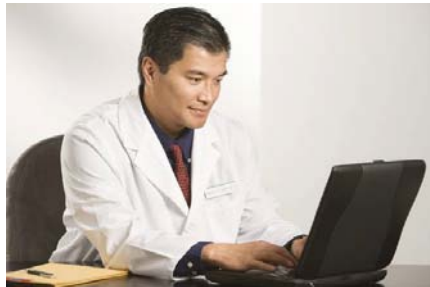
Physician
practices



Long-term
care



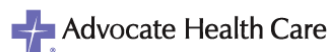
Patient
access
(PHR)



Information is interconnected



Communities of physicians



Information is
interconnected



Healthcare without boundaries

Information clinicians want, wherever it's needed.

Dell Streak



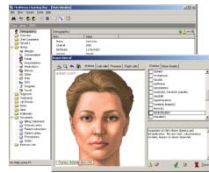
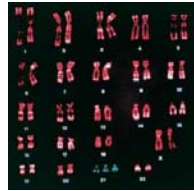
- **Anywhere** within the hospital or practice
- **Everywhere** outside the traditional provider location
- For **everyone** to be more involved in their healthcare

Data becomes
knowledge



Medicine becomes personal

Diagnosis



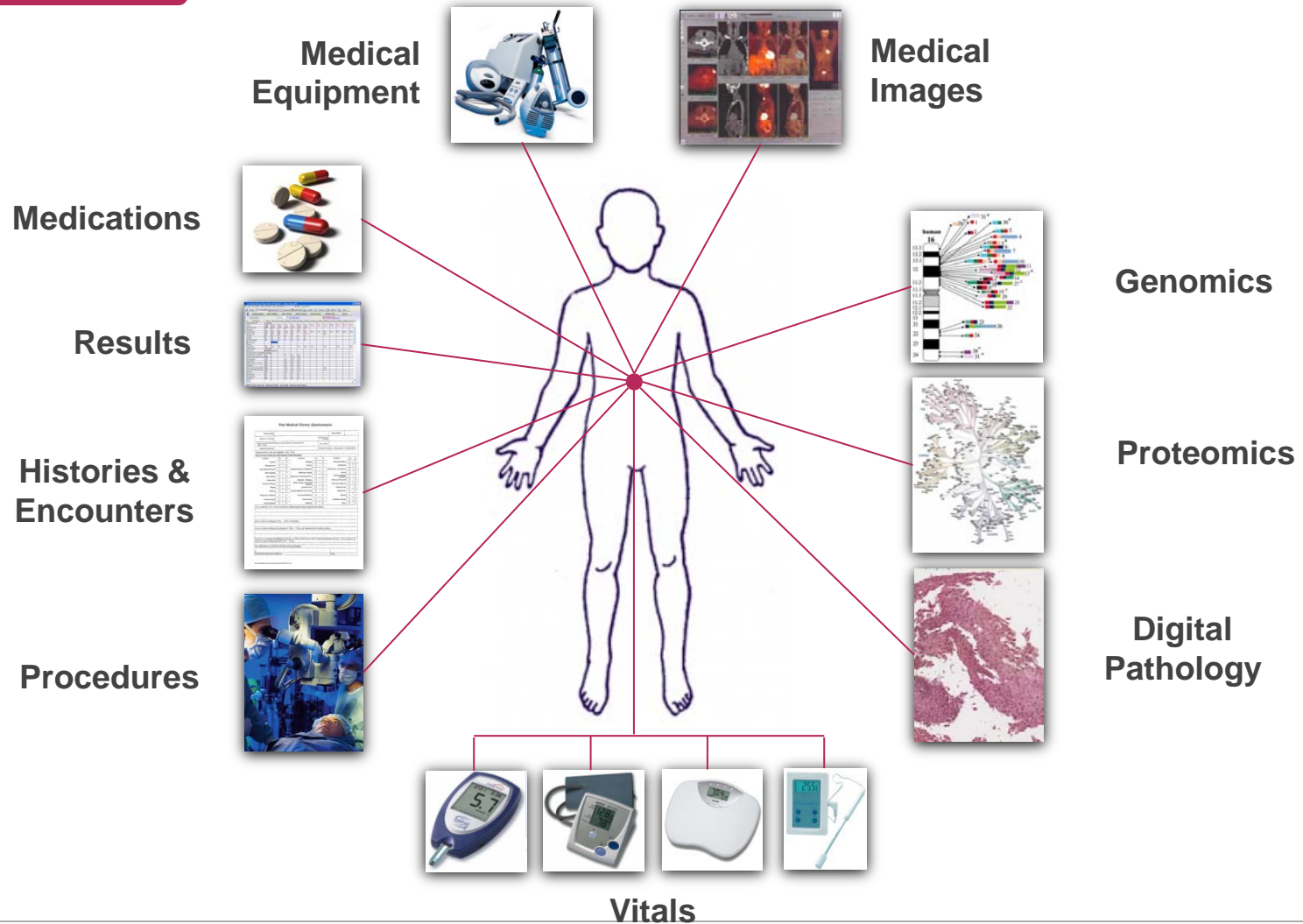
Treatment

Global Marketing



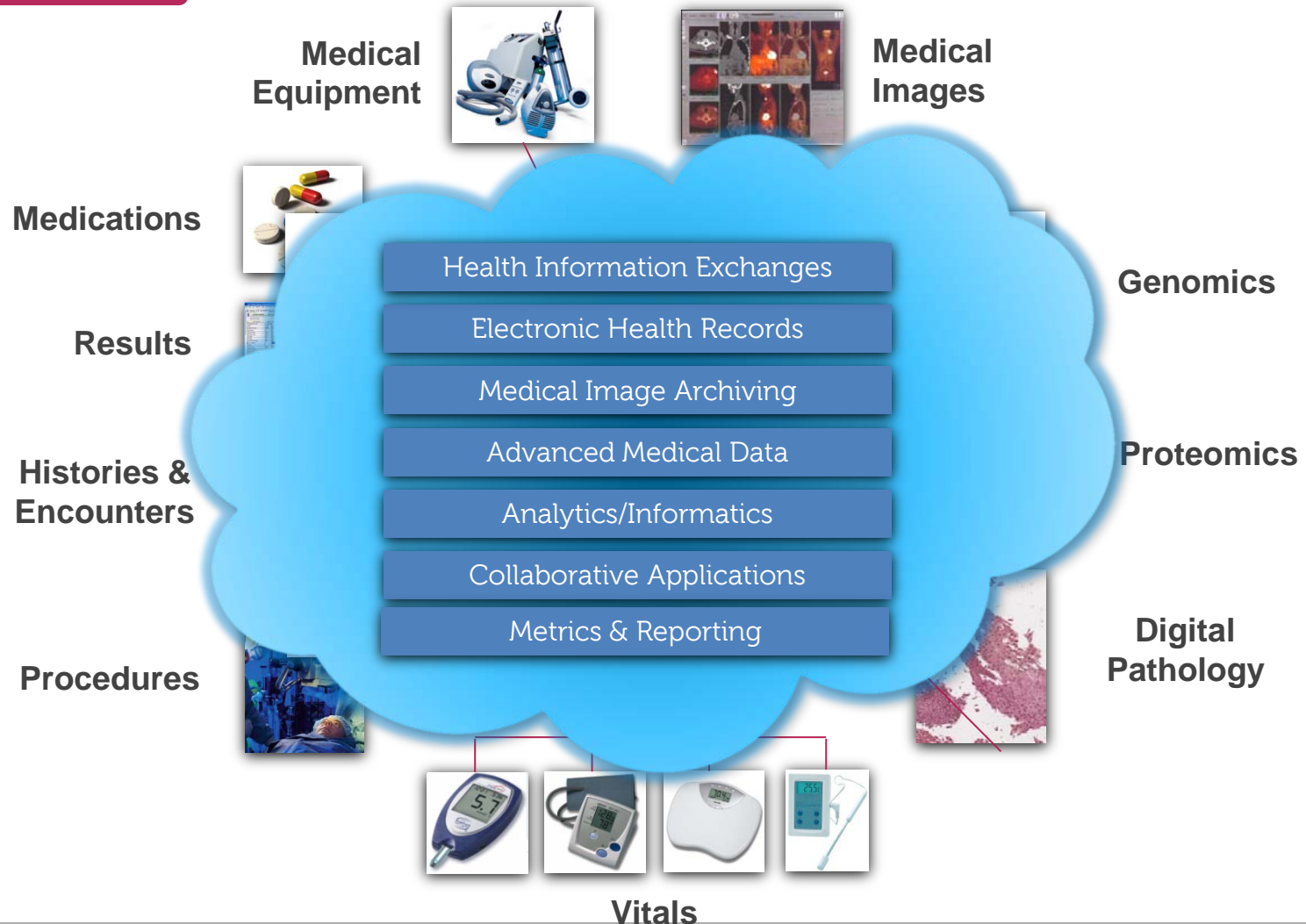
**Data becomes
knowledge**

Unified Individual Health Information View



**Data becomes
knowledge**

Unified Individual Health Information View



**Data becomes
knowledge**



**Featured forward thinker:
T-Gen**

**Unraveling the genetic components of
common and complex diseases.**

A close-up photograph of a person lying in a hospital bed, wearing a white gown. They are holding a clipboard and a pen, appearing to be taking notes. The background is a plain, light-colored wall.

Patients are
empowered



Connect to communities of care

Patients are
empowered

⇒ Connect via online communities

The screenshot shows the PatientsLikeMe website. At the top is a blue header with the logo and navigation links: Patients, Treatments, Symptoms, Research, and a search bar. Below the header is a large blue banner with the text "Find Patients Just Like You" and a "Join Now! (It's free!)" button. To the right of the banner is a grid of patient photos and a quote from a Mood Conditions Community Member. Below the banner is a section titled "CURRENT DISEASE COMMUNITIES" with a list of prevalent diseases: ALS/MND, Epilepsy, Fibromyalgia, Chronic Fatigue Syndrome/ME, HIV/AIDS, Mood Conditions (Anxiety, Bipolar, Depression, OCD, PTSD), MS (Multiple Sclerosis), Parkinson's Disease, and Organ Transplants. To the right of the list are three columns of content: "Share your health profile" with a clipboard icon, "Find patients like you" with a group of people icon, and "Learn from others" with a person at a computer icon. Each column has a brief description of the feature. At the bottom, there are two sections: "Want to know more about PatientsLikeMe?" and "Work in the healthcare industry for a pharmaceutical, insurance or other company?".

patientslikeme®

Patients | Treatments | Symptoms | Research | Search this site | Search

Find Patients Just Like You »

Do you have a life-changing condition? Learn from the real-world experiences of other patients like you.

Join Now! (It's free!)

CURRENT DISEASE COMMUNITIES

Prevalent Diseases

- ALS/MND
- Epilepsy
- Fibromyalgia
- Chronic Fatigue Syndrome/ME
- HIV/AIDS
- Mood Conditions
 - Anxiety
 - Bipolar
 - Depression
 - OCD (Obsessive-Compulsive Disorder)
 - PTSD (Post-Traumatic Stress Disorder)
- MS (Multiple Sclerosis)
- Parkinson's Disease
- Organ Transplants

Share your health profile »

Answer simple questions to create a shared health profile to see how you're doing over time.

Find patients like you »

Search by gender, age, treatments, symptoms, and time since diagnosis to easily connect with patients like you.

Learn from others »

Learn from real-world treatment and symptom reports, forum discussions, health profiles, one-on-one conversations and more.

Want to know more about PatientsLikeMe?

Learn all [about us](#). Ask us anything. Why do we embrace [openness](#), and what about your [privacy](#)? How do we [make money](#) and who are our [partners](#)? Take a moment to [read this](#) and find out.

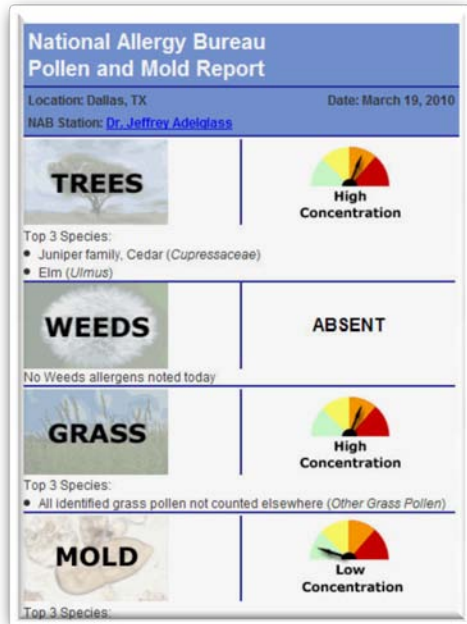
Work in the healthcare industry for a pharmaceutical, insurance or other company?

Looking for more innovative ways to learn from real-world patient experiences? You can find out more about our products and services on our [partners site](#) »

Patients are
empowered

⇒ Connect via social media

Data Providers



Allergy Patients

Patient Name	Address	Primary Diagnosis
John Doe	123 Main St, Dallas, TX 75201	Allergic Rhinitis
Jane Doe	456 Oak St, Dallas, TX 75202	Asthma
Bob Smith	789 Elm St, Dallas, TX 75203	Allergic Rhinitis
Alice Johnson	101 Pine St, Dallas, TX 75204	Asthma
Charlie Brown	202 Cedar St, Dallas, TX 75205	Allergic Rhinitis
Diana Prince	303 Maple St, Dallas, TX 75206	Asthma
Frank Miller	404 Birch St, Dallas, TX 75207	Allergic Rhinitis
Grace Lee	505 Spruce St, Dallas, TX 75208	Asthma
Henry Wilson	606 Willow St, Dallas, TX 75209	Allergic Rhinitis
Ivy White	707 Ash St, Dallas, TX 75210	Asthma
Jack Black	808 Hickory St, Dallas, TX 75211	Allergic Rhinitis
Karen Green	909 Cypress St, Dallas, TX 75212	Asthma
Leo Brown	1010 Redwood St, Dallas, TX 75213	Allergic Rhinitis
Mia White	1111 Sycamore St, Dallas, TX 75214	Asthma
Noah Black	1212 Dogwood St, Dallas, TX 75215	Allergic Rhinitis
Olivia White	1313 Magnolia St, Dallas, TX 75216	Asthma
Peter Black	1414 Palm St, Dallas, TX 75217	Allergic Rhinitis
Quinn White	1515 Peach St, Dallas, TX 75218	Asthma
Rachel Black	1616 Cherry St, Dallas, TX 75219	Allergic Rhinitis
Sam White	1717 Apple St, Dallas, TX 75220	Asthma
Tina Black	1818 Orange St, Dallas, TX 75221	Allergic Rhinitis
Uma White	1919 Lemon St, Dallas, TX 75222	Asthma
Victor Black	2020 Lime St, Dallas, TX 75223	Allergic Rhinitis
Wendy White	2121 Coconut St, Dallas, TX 75224	Asthma
Xavier Black	2222 Banana St, Dallas, TX 75225	Allergic Rhinitis
Yara White	2323 Kiwi St, Dallas, TX 75226	Asthma
Zoe Black	2424 Mango St, Dallas, TX 75227	Allergic Rhinitis
Adam White	2525 Papaya St, Dallas, TX 75228	Asthma
Eve Black	2626 Guava St, Dallas, TX 75229	Allergic Rhinitis
Frank White	2727 Pineapple St, Dallas, TX 75230	Asthma
Grace Black	2828 Strawberry St, Dallas, TX 75231	Allergic Rhinitis
Henry White	2929 Blueberry St, Dallas, TX 75232	Asthma
Ivy Black	3030 Raspberry St, Dallas, TX 75233	Allergic Rhinitis
Jack White	3131 Blackberry St, Dallas, TX 75234	Asthma
Karen Black	3232 Elderberry St, Dallas, TX 75235	Allergic Rhinitis
Leo White	3333 Mulberry St, Dallas, TX 75236	Asthma
Mia Black	3434 Elderberry St, Dallas, TX 75237	Allergic Rhinitis
Noah White	3535 Mulberry St, Dallas, TX 75238	Asthma
Olivia Black	3636 Elderberry St, Dallas, TX 75239	Allergic Rhinitis
Peter White	3737 Mulberry St, Dallas, TX 75240	Asthma
Quinn Black	3838 Elderberry St, Dallas, TX 75241	Allergic Rhinitis
Rachel White	3939 Mulberry St, Dallas, TX 75242	Asthma
Sam Black	4040 Elderberry St, Dallas, TX 75243	Allergic Rhinitis
Tina White	4141 Mulberry St, Dallas, TX 75244	Asthma
Uma Black	4242 Elderberry St, Dallas, TX 75245	Allergic Rhinitis
Victor White	4343 Mulberry St, Dallas, TX 75246	Asthma
Wendy Black	4444 Elderberry St, Dallas, TX 75247	Allergic Rhinitis
Xavier White	4545 Mulberry St, Dallas, TX 75248	Asthma
Yara Black	4646 Elderberry St, Dallas, TX 75249	Allergic Rhinitis
Zoe White	4747 Mulberry St, Dallas, TX 75250	Asthma

twitter

Customized Alerts

JaneDoe—High Pollen Ct take <med_name>
JohnDoe—High Pollen Ct wear mask outside



Patients are
empowered



Actively participate
in their own health

- Control over own health records
- Android-based healthcare applications
- Well at Dell

Dell will help the world create Information Driven Healthcare

Information is interconnected

so that it is available
when and where it is
needed to save lives.



**Data becomes
knowledge** that
moves healthcare
beyond episodic
care to prevention.



**Patients are
empowered**
to take control of
their own health by
being connected to
better information.



Dell Healthcare

- Leading healthcare IT services vendor globally
- 11,000+ healthcare & life sciences professionals
- We support over 10,000 Healthcare providers, health plans, pharmaceutical, biotech, medical device, diagnostic and scientific instrumentation customers worldwide



Health Authority
Abu Dhabi
Reliable Excellence in Health Care

