

VNUG 2006-09-07



presents

The logo for the BodyKom series, consisting of a solid blue rectangular background. On this background, the word "BodyKom" is written in a white, bold, sans-serif font. The letter "K" is stylized with a wide, horizontal base. Below "BodyKom", the word "series" is written in a smaller, white, lowercase, sans-serif font. A small "TM" trademark symbol is located to the upper right of "BodyKom".

BodyKomTM
series

Jonas Perman

CTO

The BodyKom History

BodyKom™
series

There is a good story
behind our concept.

And this is how it all
began.....



Business Partner



Kiwok core



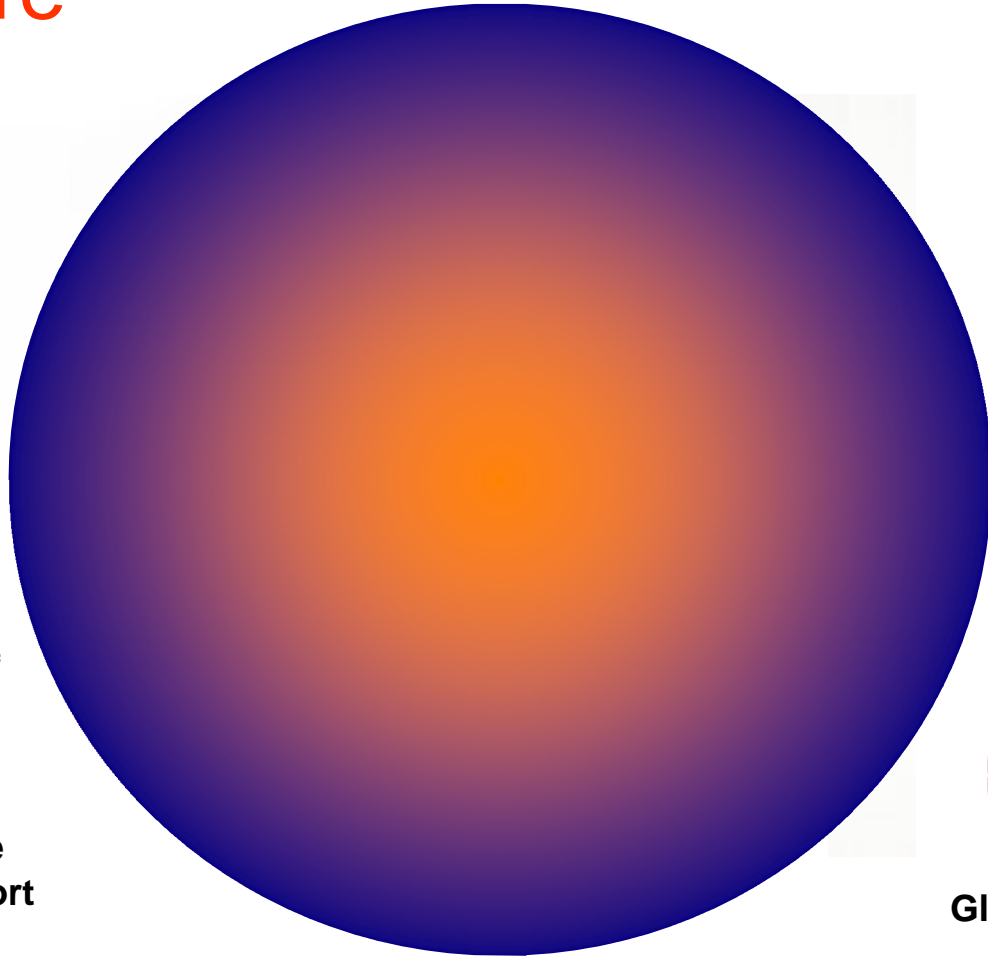
Business Partner



Ability to deliver secured and scalable, global fulfillment solutions



Ability to deliver the best decision support for intelligent communication



Gives redundant communication to all type of terminals



Global operator

Business Partner





Our Focus Areas



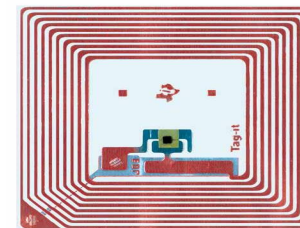
Backend system by ShrtCut



Healthcare by
Online Diagnostics



Supply Chain in Healthcare
with RFID, Bar Code and
GPS



The BodyKom Concept

BodyKom™
series

So how does it work in real life?

A short demonstration.....



AliveCG.Ink



Business Partner



BodyKom™ Series is:

- built to communicate with various types of networks, regardless of how strict a security level is desired,
- an open infrastructure which can connect to all types of clinically verified sensors.

BodyKom™ Series can:

- be connected to existing analyse applications at health care units and hospitals.
- work and initiate actions in real-time when so is needed
- send and receive information to and from electronic health record (EHR).



Business Partner



Base for BodyKom business

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Facts

- ü Global problem
- ü Large volume process
- ü Globally accepted medical decision rules and procedures

Customer requests

- ü Need for reliable solution - scalable based on usage
- ü No more capital investment
- ü Use standard equipment – local preferences

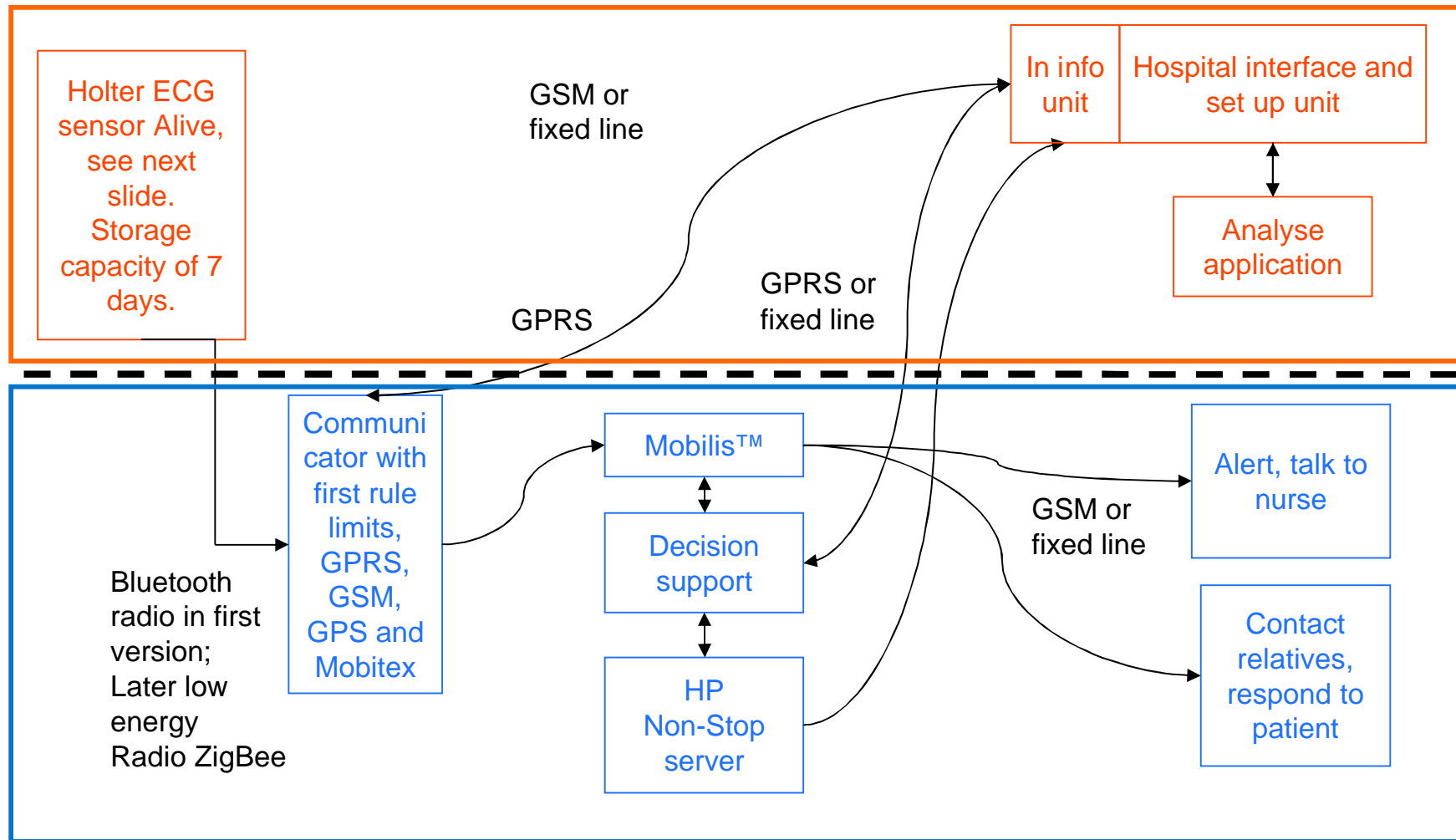
Impact

- ü Important to stay out of the Medical Area
- ü Work with partners
- ü Relevance for the customer
- ü Business Model

Business Partner



Roles and responsibility



High Information cost

“High information costs are characteristic of many health care markets; frequently the only way a person can know whether he needs to see a physician is to see a physician.”

Professor Victor R. Fuchs
author of “Who Shall Live?”



It's all about intelligent communication

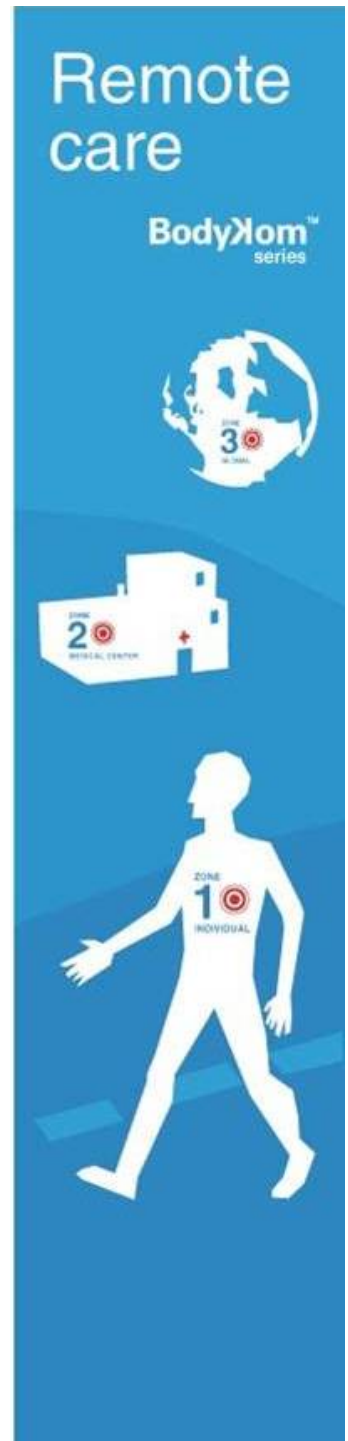
- Ability to limit the amount of information distributed to health care providers
- Transmit information over communication lines automatically
- Patient integrity by like bank systems – identification behind the firewall
- Reuse existing business intelligence application – Fair Isaac experience from bank and finance
- Reuse existing hospital applications and common evidence based treatment
- EXAMPLES:
 - Personalised profile
 - Messages to family members
 - Alert
 - Position
 - Data values out of limits
 - Physical advises
 - Guidelines according to agreement – patient/doctor
- It is about life quality for the patient – quality of care – quality in use of resources

Individual quality of life.

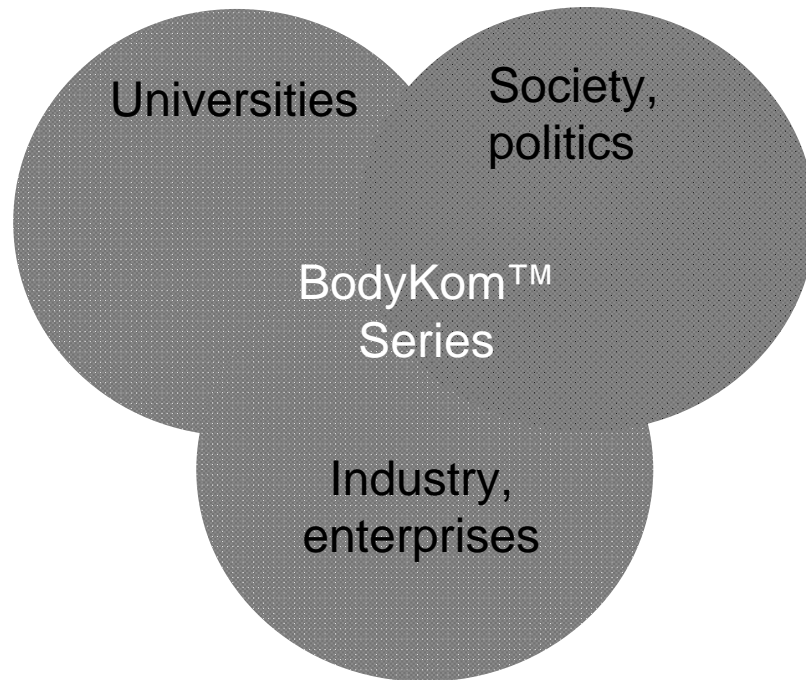


BodyKom™ is dedicated to collaborate with the members of the health and wellness value chain on a common goal:

Improving the individual wellness and quality of life.



Triple Helix with BodyKom™ Series



The individual perspective

All type of health conditions have a period where you lead a fairly normal life, e.g.

- Ø Heart diseases
- Ø Blood pressure
- Ø Diabetics

Pregnancy

Epileptics

Elderly

Demented

Chronicle obstructive lung diseases



An indication of the potential

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- CVD diseases are estimated to cost the EU economy €169 billion a year. (British Heart Foundation Statistics)
- 22 million people in the western world suffer from heart failures. (IEEE Spectrum Dec 2004)
- Diabetes takes 6 % of total health care budget in Spain and 5 % in Portugal (International Diabetes Federation)
- Diabetes is on the rise worldwide, increasing to 230 million cases from 30 million in the past 20 years. (The New York Times July 2006)
- USA – digital home health care 2010 will be worth 2,1 billion \$US. (eWEEK.com special report june 30, 2006)
- USA – remote care will reach 64 million patients by 2010. (eWEEK.com special report june 30, 2006)
- Australia – 275 new diagnosed diabetes patients every day. (Kiwok Australia May 2006)
- Heart failure, diabetes and blood pressure takes approx 60 % of the budget. (Stockholm County Council)

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Health Care Area - Challenges

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Budget limitation

Nursing shortage

“Traditional” approach

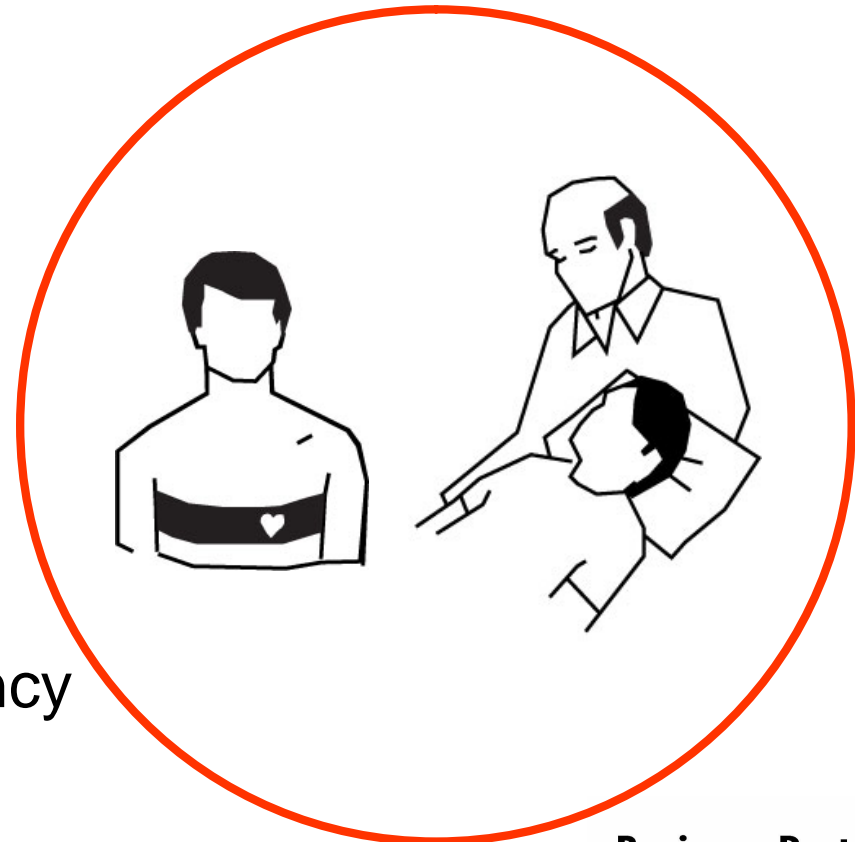
- Based on in-hospital-service
- Lot of manual steps
- Too much data
- Islands of information

Need for increased efficiency

ü Costs

ü Number of visits

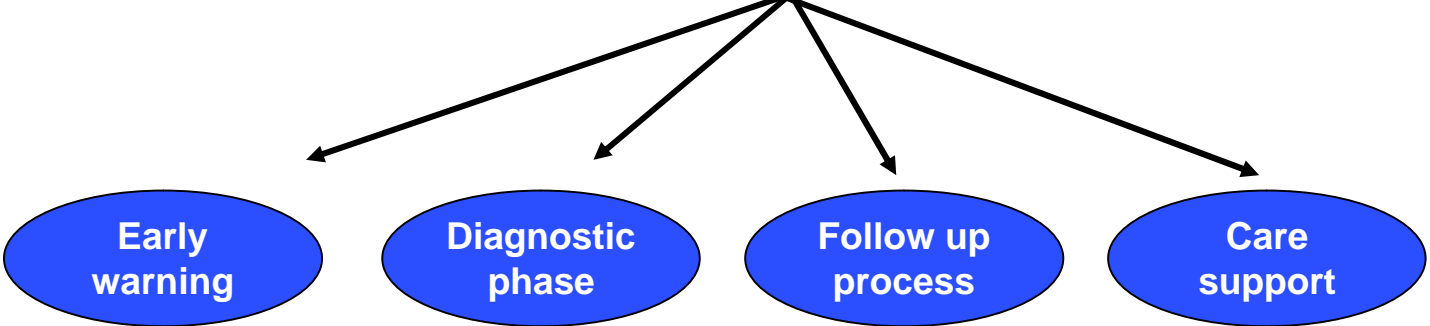
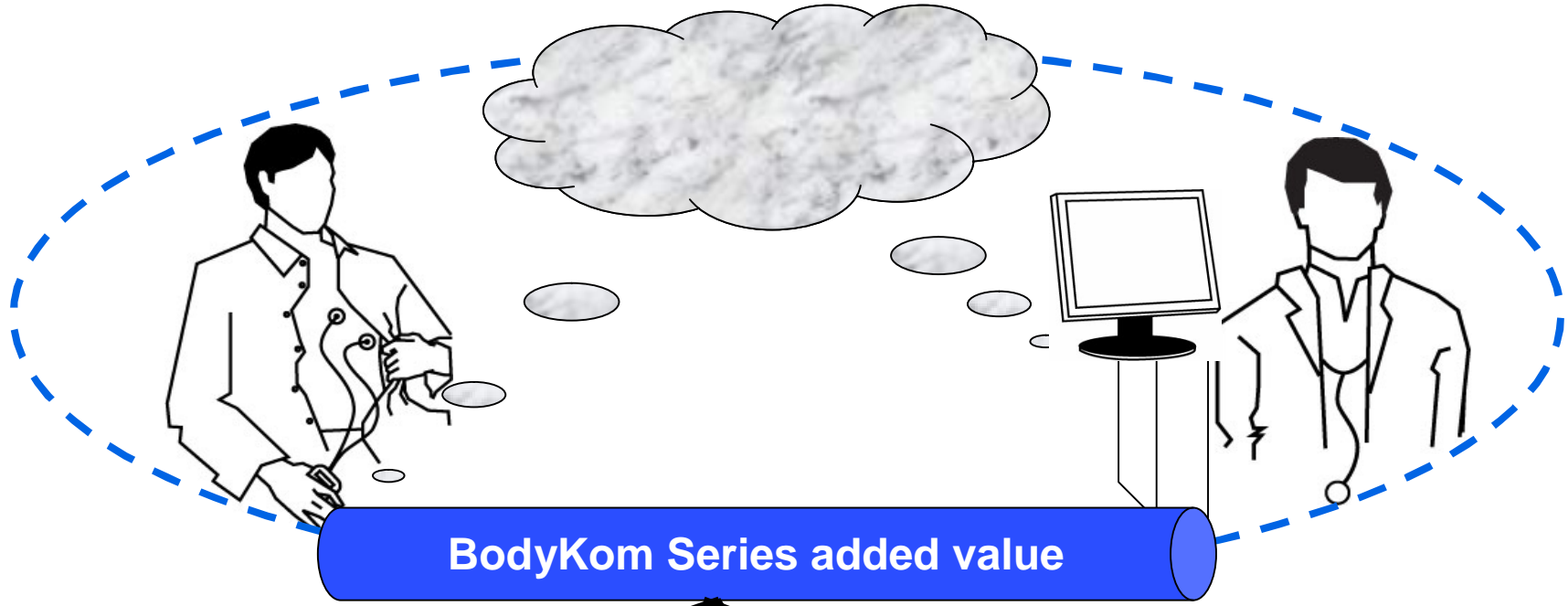
ü Diagnose time



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BodyKom Concept - Mobile Monitoring enabled with intelligence



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Value



Patients

- Continuous monitor during normal activity
- Early warning – event based
- Freedom of movement while under professional supervision
- Peace of mind for relatives and carers

Doctor

- Reduced average care time
- Potential reduction in in-hospital monitoring time
- Relevant diagnostic information – with soft

variables

Government

- Significant financial savings
- Greater efficiency
- Compatible with new e-Health requirements

Partner



Reference cases

Karolinska University Hospital and Uppsala Akademiska Hospital have introduced our solution:

- 80 patients connected to ECG for 18 months
- evaluating health care processes
- evaluating financial benefits

Karolinska University Hospital MTA will publish the findings from the BodyKom Series™



Karolinska University Hospital Case



Scope of work

- Tight partnership with customer and our Telco partner
- Implementation - Ethical application
- Event triggers
- Evaluate financial impact
- Review health care process



Findings and lessons learned

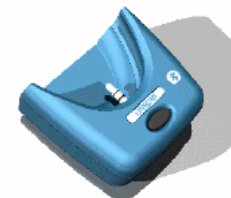
- Work is proceeding according to plan
 - Data through put is OK – tested by ECG simulator
 - Cardiologic Department sees good opportunities of efficiency
 - Expected improved care quality for the patient
 - Device related issues discovered
- Requests on increased scope
 - Many new ideas coming from hospital staff
 - Developed methods to cover longer diagnose periods
 - See effect of medication – shorter lead time to best program
- New areas suitable for mobile monitoring
 - Same process in other areas like diabetes and blood pressure
 - Use of multi sensors over longer periods for better trend analyse

Digital sensors and communicators

CardioScout Holter ECG



LifeScan OneTouch Ultra Glucometer and Wireless Interface



Bluetooth Wireless Interface



Remote care

BodyKom™ series



Our BodyKom ECG service

BodyKom™
series



The BodyKom Series™ package includes

- Equipment
- Technical service and support
- End-to-end fulfilment solution

At a monthly flat rate per package in cooperation with our partners

Current core partners; - Hp - Karolinska University Hospital

Core partners to be; - Fair Isaac - WIP

Business Partner



Telemedicine – Now the timing is right

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Telematics will open the door to more accessible and higher quality health care. It's not about the technology, it's about the patients" (EU commissioner - Erkki Liikanen)

"By utilizing telemedicine devices, the number of unnecessary hospital admissions can be drastically reduced in the future and the quality of care, increased" (Professor Harald Korb, senior physician at Philips Heartcare Telemedicine)

E-Health is likely to change delivery of medical and social care beyond all recognition... (UK E-Health Association)

Business Partner



Global problems

Heart Failure - 22 million

Diabetes – fastest growing disease

Blood pressure – the human body's early warning system

Together over 100 million people



We have the global solution

Questions



Remote care

BodyKom™ series

ZONE 3
IN-CARE

ZONE 2
MEDICAL CENTER

ZONE 1
INDIVIDUAL