Innovation in Action
Healthcare Solutions Playbook
There’s no denying healthcare is the pinnacle of technology. From solutions like rapidly sequencing the genomes to fetal surgery, immunotherapies, and emerging molecular (DNA) data storage, healthcare has taken a huge leap over the last decades.

Technologies like artificial intelligence, edge computing, and cloud-based systems create opportunities to introduce new connected devices, expand into telemedicine, develop digital therapeutics, and explore other healthcare innovations that can improve patient outcomes, optimize efficiency, improve patient engagement and reduce costs.

Success, however, depends on team work.

That’s where Microsoft plays a big role, by empowering partners to connect, engage, collaborate and turn their brilliant ideas into repeatable and marketable solutions.

Start unlocking the potential of technology in healthcare and learn how many of our partners are transforming the healthcare ecosystem.
Contract Management and Supervision.

Contract management is the process which ensures all parties to a contract fully meet their obligations, in order to satisfy the operational objectives of the contract and the strategic business goals of the costumer. For a specific implementation of a contract management and supervision solution a couple of activities are required like defining the objectives of the contract, selecting the indicators of success, and taking equity and defining the scope of services to be delivered. Developing a contracting plan must address, among other things, how the contracts will be managed and how the monitoring and evaluation will be done.

Why Contract Management?

- Allows purchasers and contractors to focus on results;
- Decide how data is collected;
- Define clear schedules for data collection;
- Design the monitoring and evaluation.
Customizable Platforms to Enable Precision Medicine.

The use of genomic data in healthcare is growing, and evolving from targeted panels to multi-gene panels, whole-exome and eventually to the whole genome. Our platform is a choice for hospitals and clinical laboratories to perform routine diagnostic tasks from start to finish. Our core technologies such as BC|GENOME genomic and clinical data integration, BC|PREDICT for variant interpretation and BC|PGX for pharmacogenetics are the most advanced products for any hospital. With advanced automation we are able to process and analyze raw genomic data creating actionable results to help hospitals treat patients better and faster across a broad range of diseases.

Why BC Platforms?

- BC|GENOME manages NGS, GWAS, PheWAS, variant analysis, linkage, and other data formats, and offers tools for complex queries in clinical and genetic data for multiple purposes;

- BC|PREDICT provides comprehensive decision support in the analysis of sequencing data. It accepts the output from any sequencing platform and turns the genome information into actionable clinical intelligence.
A computerized clinical decision support service combines information that is specific to an individual patient, with regulations based on medical evidence, to provide guidance on compliance or advise on what is the best treatment for the patient. Cambio CDS is based on international standards and has been designed for easy integration with underlying, local medical records. The product supports a learning organisation, where new knowledge in the form of medical rules can continuously be added and quickly put to use in everyday clinical practice. Cambio CDS can be used in all areas of healthcare, regardless of clinical specialty and organisational affiliation.

Why Cambio?

- Seamlessly integrated in the clinical workflow;
- Independent from EHR and other Clinical Systems;
- Interoperable open standards (openEHR and GDL). Plug-and-play and sharable clinical knowledge Fast-FHIR;
- Developed with clinicians;
- Scalable, cost effective and easily expandable over multiple areas.
Quantitative differential diagnostics in dementia.

In clinical diagnostics, the role of quantitative data acquired, e.g., from clinical and neuropsychological tests, imaging and body fluids is increasing. Interpretation of all these, sometimes contradictory, data is challenging. cNeuro cDSI is a tool for clinical decision support in dementia based on combination of imaging, lab results and clinical data. cDSI Compare neuropsychology, MRI, CSF and genetics measured from your patient to data of previously diagnosed cases. Quantify the patient’s similarity relative to etiology (AD, FTLD, VaD and cognitive normal) and progression (stable and progressive MCI). Visualize data in an intuitive way with our patented disease state fingerprint (DSI) technology.

Why cNeuro cDSI?

- Assistance in all aspects of care delivery;
- Enhanced care delivery;
- Fewer mistakes;
- Easier logging of observations;
- User-friendliness.
A Comprehensive Genome Informatics and Data Management Platform.

DNAnexus provides a global, cloud-based network for sharing and management of genomic data and tools to accelerate genomics. The DNAnexus cloud-based platform is optimized to address the challenges of security, scalability, and collaboration, for organizations that are pursuing genomic-based approaches to health, in the clinic and in the research lab.

Why DNAnexus?

- Analyze massive volumes of raw sequencing data quickly, securely, and economically;
- Integrate genomic data with clinical and other phenotypic data in a secure and compliant environment;
- Collaborate seamlessly and safely;
- Complies with ISO 27001 and 27002 security standards, which ensures the highest levels of compliance with clinical regulations.
Improve the ability to efficiently manage healthcare resources.

Most appointments are booked as standard slots with no differentiation for clinical case mix, sometimes to the wrong clinician. Lorenzo Care Logistics provides rich patient administration system (PAS) functionality, as well as comprehensive planning and monitoring capabilities. Lorenzo enables staff to plan and monitor patient treatment from the initial handover to the entries’ responsibility period and across medical disciplines, roles and even organizational boundaries.

Why Lorenzo Care Logistics?

- Helps decrease appointment cancellations and repeated rescheduling;
- Provides insight into resource requirements and bottlenecks, and gives staff the means to plan;
- Improves clinical outcomes by reducing adverse effects due to excessive wait times, as the solution monitors and signals breaches at every stage of the patient’s treatment experience.
Happy to help.

The lack of interoperability presents barriers to the transparent communication of health information. Investments in EHRs suppose skyrocketing costs for HDOs. ehCOS is an eHealth platform and set of solutions for the world, developed by everis, an NTT DATA Company. Its primary goal is to help health professionals save lives, improve patient care, make accurate decisions and manage day-to-day healthcare facilities of all kinds. ehCOS is a valuable aid for optimizing hospital processes, improving the quality of services and contributing to the profitability and sustainability of healthcare systems.

Why ehCOS?

- Improve the quality of care;
- Connect and improve the patient experience;
- Optimize costs and improve the efficiency of the system.
Agile Platform for integrated risk management.

Risk Cockpit simplifies and streamlines the implementation of risk management, encourages proactive management of risk, rather than reactive, identifying and mitigating risks in a timely manner and indicating the measures and controls adopted to counter your occurrence. Risk Cockpit is an agile platform for integrated risk management and corporate business that adapts to the changes in the market. It provides a proactive risk management framework, based on the ISO 31000, strengthening the security and compliance of business, through consolidation into a single repository and integrated risk data with strong analytical capacities.

Why Risk Cockpit?

- Centralized management of information with segregation of duties and access;
- Continuous management and assessment of risk maturity in real time;
- Analytics on risk information, simple and interactive;
- Workflow to manage approval cycles.
Improving forecast accuracy and agility with advanced analytics.

Companies struggle to predict key financial outcomes such as revenues and margin; accurate and timely forecasts are essential to effective decision-making. Lighthouse is an analytics-driven forecasting solution powered by Microsoft and delivered by EY that incorporates diverse data sets and applies complex analytics to forecast business performance.

Why Intelligent Financial Forecasting?

- Improves forecast accuracy and eliminates the biases inherent in traditional forecasting;
- Cuts forecasting time by automating the forecasting process and what-if scenario generation;
- Significantly increases accuracy by eliminating human error and biases though the use of machine learning;
- Incorporates diverse data sources for a more holistic view of the business (e.g., social media);
- Provides visibility into the causes (drivers) of variances.
An all-in-one document management solution.

Manage all your documents and processes with an integrated and scalable document management solution. As a result of our 20 years of experience, GfiDoc® is the latest and most innovative document management solution. It ensures the capture, storage and management of electronic documents and related workflow. GfiDoc® complies 100% with international best practices, offering distinctive features in terms of user experience, process management, mobility and integration.

Why GFI Doc?

- Supports the entire information, process and document lifecycle;
- Ensures a high level of interoperability and parameterization;
- Offers simple and intuitive navigation, adapted to different mobile devices;
- Aligned with the main document management standards.

gfidoc.com/en/ • sandra.monraia@gfi.pt • +351 21 049 99 50
New model of care in treatment of epilepsy.

Award-winning care app for epilepsy aims to improve the treatment and quality of lives of those with epilepsy. An integrated care solution that enables patients and care teams to manage epilepsy more effectively. MyCareCentric Epilepsy aims to improve the treatment and quality of lives of those with epilepsy by combining the latest in wearable technologies, shared care records, machine learning and data analysis tools to allow greater information gathering and sharing between patients and care teams.

Why myCareCentric Epilepsy?

- Increased patient safety, faster speed of response and support;
- Reduced morbidity, admissions and length of stay;
- Less follow-ups, releasing clinical time;
- Greater patient engagement.

www.graphnethealth.com/solutions/patient-engagement/new-models-of-care/mycarecentric-epilepsy/ • info@graphnethealth.com • +44 (0) 3330 771 988
“Home telemonitoring has positive effects in reducing the use of hospital facilities and in improving the quality of life of COPD patients”.
– Coimbra Hospital, published by Portuguese NHS

HC Alert is an analytical telehealth system which implements clinical triage tools, allowing the care teams to attend and assist patients remotely in a simple and innovative way. All the users are connected and have access to the information they need. This offers you a unique cloud based telemonitoring platform.

Why HC Alert?

➜ Build an Hospital at home;

➜ Centralized Solution for Medical Triage and clinical decision;

➜ Cost reduction.

*Results were obtained by comparing modelization to MRI observation on a cohort of 50 patients.
A modern and scalable quality management solution.

Innofactor QualityFirst™ is a modern and scalable quality and management software suite developed by Innofactor. It helps our customers to engage their entire organization in managing risks, monitoring and improving workplace safety and continuously enhancing the end-to-end quality of products and services. QualityFirst™ also provides management with actionable insights about operational and process efficiency and supports quality teams in running audits and managing quality certificates.

Why Quality First?

- One place for all your work instructions;
- Easy way to report and track risks and workplace hazards;
- Insights for decision making and operational development;
- Managing audits and quality systems (e.g. ISO 9001) made easy.
KPMG Online Decision Engine to reconfigure out-of-hospital care.

KPMG’s Online Decision Engine – KODE is an analytics platform designed to address the most pressing analytics demands emerging from current health authorities’ priorities including: Quality Margin Improvement, Placed Based Care and Strategic Transformation Planning. Our platform harvests thousands of signals which can be used to model service consumption. The data is harvested and organized into an accessible way which enables KODE to respond to a wide range of analysis.

Why KODE?

→ Quality Margin Improvement: identify potentially savings opportunities by benchmarking key areas like Length of Stay, Did Not Attend (DNA) Rates and Workforce;

→ Strategic Transformation Planning: conduct initial ‘diagnostic’, highlighting the greatest opportunities for cost savings, service improvements and service reconfiguration;

→ Place Based Care: Conduct geo-spatial analysis, getting suggestions as to how services can be reconfigured by for example combining local GP practices into Hubs.
Educate, engage, and extend outreach.

As the healthcare and medical industries evolve to find new and innovative ways to engage patients, educate physicians and caregivers, and communicate with staff and clinicians, the time to harness the power of live and streaming video has arrived. Healthcare institutions around the world are working with LiveArena to deliver turnkey capabilities that let them harness the power of today's TV to reach audiences anywhere, at any time. Whether streaming surgeries from the OR for educational purposes, or crafting health management webinars to give patients access to the best in care, LiveArena’s simple end-to-end solution lets healthcare institutions of any size create, program, and deliver your own dedicated TV channel to any device.

Why Live Arena Healthcare?

- Physicians, staff, and patient engagement;
- Live and on demand content;
- Flexible remote learning;
- Global, multi-channel reach.

www.livearena.com/ • sales@livearena.com
Make your assets smarter.

Manage your assets and contractors easily. Focus on the issues that need your evaluation, automate daily routines and paper work. NextBITT is a full Asset Management software solution, that is very successful in Facilities Management (Hard and Soft Services management for Buildings and service providers), Enterprise Asset Management that can be applied to any industry that seeks to control costs, availability and performance of their physical assets, across their life cycle.

Why NextBitt?

- Easy service provider performance monitoring;
- Automatic SLA control;
- Online field information, through dedicated APP;
- Cost control and reduction through extended asset lifecycles;
- Alerts & automatic communication.

www.nextbitt.com • info@nextbitt.com • (+351) 211 347 042
Want to improve clinical documentation? Just say the word.

Dragon Medical solutions accurately translate the doctor’s voice into a rich, detailed clinical narrative that feeds directly into the EHR. Doctors can dictate 150 words per minute—three times faster than using a keyboard. Your patient’s story doesn’t have to be captured at your workstation. It can begin during the exam, get amended in your office and finished in a conference room. No matter which device you use, every word is faithfully recorded and updated instantly in the EHR.

Why Nuance Dragon Medical?

- Complete integration with all major EHR platforms;
- True portability;
- One story everywhere;
- We hear you.

www.nuance.com/healthcare/physician-and-clinical-speech/dragon-medical.html • sales@livearena.com
Putting people at the center of care.

Patients relaxed and at ease are more active in their care. Oneview connects patients to providers, reduces their anxiety, and helps them understand what to do next. Oneview’s inpatient solution is a patient experience platform that creates a better experience for patients and families and helps caregivers spend more time on meaningful work. We create a comfortable and immersive environment for patients (enabling self-service meal ordering; entertaining with TV, movies & streaming; etc.) While patients enjoy the luxury of a concierge experience, clinical staff are free to focus on what matters most – providing exemplary clinical care.

Why OneView?

- Improve room turnover and occupancy rates with “Room Ready” application;
- Decreased call button usage and route non-clinical requests to the right place at the right time;
- Fewer hospital-acquired conditions with informed patients;
- Streamline patient requests and collect data from every click to learn what works and how to improve.

www.oneviewhealthcare.com/inpatient-2/ • info@one-view.com • +312 763 6800
3D medical images with DICOM format in augmented reality devices.

Thanks to a 3D Wave Engine, we allow a clinician to holographically visualize DICOM images in 3D with HoloLens in real time instead of the traditional mono 2D CAT scan image. One of the many advantages of this innovative technology is that we can make dynamic cuts in DICOM in real time, as well as interact with the hologram and easily access each layer through the various voice commands.

Here are some applications:
- Training of clinical professionals: visualization of the different internal and external parts of the human body in holograms.
- Patient information in the surgery and in the diagnosis: access the complete clinical history of the patient through interactive panels.
- Surgical interventions: projects the holograms on the on the patient’s body.

Why 3D DICOM?
- Make faster and more accurate diagnoses;
- Greater precision in surgery;
- Reduce decision times.
The BI-RADS Automatic Classifier with CNTK.

Perform the classification of potential abnormalities using radiological image and Deep Learning techniques. The standard Breast Imaging Reporting and Data System (BIRADS) is used to describe the data and information of mammograms, classifying the results into categories numbered from 0 to 6. Thanks to the Deep Learning techniques developed by Plain Concepts, we can automate this classification process, by immediately categorising patient mammograms. This automatic mammography classifier will save costs in medicine, as well as making diagnoses faster and more precise thanks to Artificial Intelligence.

Why the BI-RADS Classifier?

- Reduction of decision time and cost savings;
- Make diagnoses faster and more precise.
Guiding a doctor during a biopsy with augmented reality.

This solution is characterized by providing the doctor or surgeon with virtual information and assistance that will appear on the patient’s body when performing the operation or incision. Medical assistant based on augmented reality guides the clinician and provides them with a complete patient history to aid them during the biopsy. It allows us to scan a patient’s QR code, connect to the hospital PACS and send all necessary information such as CT images to the clinician which can be reproduced in 3D through the HoloLens before performing the biopsy.

Why the Medical Virtual Assistant?

- Reduction of decision time;
- Reduce operations costs;
- More successful interventions;
- Early diagnosis;
- Improves the quality of patient care;
Allowing doctors to access and control biomedical images in touchless mode.

Through Microsoft ©Kinect for Windows technology and a library for real-time gesture recognition, STS offers an easy and intuitive image and documentation management solution, without the need of any contact with the equipment. STS – Surgery Touch less System is a powerful tool that allows surgeons operating in the OR sterile areas to access and monitor in the real time patients’ medical records. High definition images can be manipulated, rotated, enlarged and compared with natural and quick gestures or with custom voice commands.

Why STS?
- Real time gesture recognition;
- Intuitive Image consultation and documentation;
- No contact with equipment;
- Easy to use.
Artificial intelligence is revolutionising our world, with the healthcare sector being no exception. In this context, X-RAIS is an AI tool for the analysis of medical images based on neural networks. X-RAIS supports doctors in the medical record compilation phase, automatically calling attention to suspicious areas and the related classification, with the aim of reducing the number of incorrect diagnoses and improving the efficiency of the end-to-end diagnostic process. Currently X-RAIS specialises in reading mammograms and is able to determine the degree of breast density, highlight any lesions that may be present and describe the relative morphological characteristics.

Why the Medical Virtual Assistant?
- Accuracy and Verticalization;
- Reduction in the risk of misdiagnosis;
- Integration with archiving systems;
- SaaS approach.
Follow patient pathways. Abolish healthcare barriers.

Sectra’s enterprise imaging portfolio gives you a unified strategy for all your imaging needs. Sectra Image Exchange Portal (IEP) lets healthcare providers, patients, and others efficiently and securely exchange and access imaging information. The cloud-based and vendor-neutral solution lets you share without the need for CDs, USB drives, or paper copies—helping you lower costs, avoid unnecessary exams, and improve patient data security. Sectra IEP helps healthcare share more knowledge and information and makes sure that the relevant patient information is available whenever and wherever needed.

Why Sectra Enterprise Image Exchange?

- Reduce operational costs and risk;
- Increase clinical workflow efficiency;
- Improve patient outcome;
- Optimize care pathways.

sectra.com/medical/product/sectra-image-exchange-portal
• info.iberia@sectra.com • +351 308 806 200
Cloud-based solution for patient radiation dose monitoring.

Sectra DoseTrack is very simple to integrate to other clinical systems to provide high quality dose information at key points during the patient journey. Sectra DoseTrack is a fully functional, cloud hosted, Radiation Dose Management solution. The product is vendor agnostic and collects Patient Radiation Exposure information from Radiology Equipment and Hospital Information Systems to provide Medical Physics, Departmental Management and Clinical users with up to the second data. The solution is used to improve safety and quality within Radiology departments by analysing complex information and presenting it to the user in a meaningful and consistent manner.

Why Sectra Dose Tracker?

- Increase patient safety;
- Fulfill regulatory responsibilities;
- Multi-modality support and leading integration abilities;
- Data security at the core.

sectra.com/medical/product/sectra-image-exchange-portal
• info.iberia@sectra.com • +351 308 806 200
More time for care.

Digital care planning for care homes frees up time that can be spent where it matters the most – providing care.

Sekoia is born to support all aspects of care delivery. By using Sekoia you easily access all the information needed, right where you need it. The result is enhanced service delivery with fewer mistakes, easier logging of notes and assessments resulting in greater job satisfaction for your care team. Electronic care plans provide an overview of your daily activities for each resident, letting care professionals effectively manage their day, making sure every resident receives the care they need.

Why Care Sekoia?

→ Assistance in all aspects of care delivery;
→ Enhanced care delivery;
→ Fewer mistakes;
→ Easier logging of observations;
→ User-friendliness.
Get the most out of your data in radiology and cardiology.

Teamplay™ gives you instant access to data from all your imaging devices for faster decision-making based on reliable and up-to-date information. There are four modules available: Dose: Monitor patient dose levels from imaging devices and identify areas of improvement to build best practice exams; Protocols: Monitor, analyze, and optimize imaging protocols across your entire imaging fleet. Send efficient protocols to compatible scanners straight from the distribution panel; Usage: Monitor the performance of your imaging fleet and track workflow efficiency to optimize imaging performance in your institution; Image: Collaborate on scanner images in a secure environment to help improve patient outcomes. View and add to discussions on shared images from your tablet – as easily as you send a text.

Why Teamplay?

- Easily identify dose outliers and potential root causes;
- Refine your imaging efficiency, optimize your output and reduce overhead;
- Accessing and managing imaging studies quick and easy.

www.healthcare.siemens.com • infogeral.h.pt@siemens.com • +351 21 420 41 72
The most complete enterprise solution for decision-making ecosystems.

All the document load that up until today would have to be handled and stored in paper completely disappears, enabling full paperless workflow and all the interaction it grants. Smart Governance renders decision-making ecosystems lean and agile, by supporting hierarchical decision-making processes and board/committee/council meetings, allowing for greater agility in these processes and eliminating the physical paper clutter and the logistics, time and resource consumption. It has been awarded repeatedly, i.e. as a Public Administration Modernization Best Practice and with Microsoft Local and Regional Government Solutions Forum 2008 Sustainability International Award.

Why Smart Governance?

- Your Board Meetings right from the Start Screen;
- Digital Board Meeting Agendas;
- Improved decision performance;
- Reduce costs.
A powerful AI tool to avoid CKD.

CKD is emerging as a major global health problem. Its impact is still largely underestimated. It can be tackled by early screening, patient involvement, and adequate treatment of modifiable risk factors. SJ - CKD screens patients and automatically identifies those who are potentially at risk, yet still unaware. SJ - CKD is not a medical device, but it assists and simplifies monitoring and managing the disease for both the practitioner and the patient (in compliance with ICPs).

Constitutes a factor of medical excellence in preventive healthcare for chronic diseases, increasing both healthcare efficiency and quality of life.

Why SJ-CKD?

- Timely and accurate identification and handling of the disease;
- Personalization and monitoring of integrated care pathways (ICPs);
- Coordination and cooperation between specialists.
Democratizing data-driven medicine.

Starting from two MRI images, SOPHiA AI can predict the evolution and growth of asymptomatic meningiomas with 88% accuracy*. SOPHiA AI leverages statistical inference, pattern recognition and machine learning to maximize the value of genomics and radiomics data. Our deep experience in life science technologies and exposure to millions of diverse and complex data sets make SOPHiA a truly unique AI. SOPHiA’s exceptional ability to solve complex problems is outstanding for pinpointing the signal in the noise and characterizing the actionable findings to empower decision making.

Why Sophia AI?

- Access to advanced imaging analysis;
- Unleash the full power of clinical genomic analysis;
- Leverage our technology and network for your clinical trial.

*Results were obtained by comparing modelization to MRI observation on a cohort of 50 patients.
Data-driven solution for healthcare and welfare.

Real time information in healthcare and welfare is moving into predictive and prescriptive use of data. Tieto Intelligent Wellbeing makes decision making faster and more accurate while increasing the efficiency and reliability of health and wellbeing services. Moreover, data-driven treatment can be more personalized, providing better health and wellbeing over people’s lifetimes. Tieto Intelligent Wellbeing is an artificial intelligence-based data-driven product family for healthcare and welfare. Its end-to-end platform collects all the data from patient, customer and clinical information systems in one place structures open text data into a machine understandable format and runs advanced machine learning algorithms.

Why Tieto Intelligent Wellbeing?

- Improve the health of individuals within a population, which will in the long-term greatly reduce the amount of money spend on treatments;
- Identify the patients most in need of help and those who are the most expensive to treat;
- Improve patient engagement, by providing them detailed information about their own health and offering recommendations for their wellbeing.

www.tieto.com • matti.ristimaki@tieto.com • +358 40 7487373
Automate & standardize your PCR workflow.

Automated analysis of raw PCR data, automated interpretation of multiplex assays, automated QC workflow, automated LIMS transfer, automated audit trail. FastFinder is a software platform that intelligently analyzes raw PCR data from multiple commercial devices, resulting in a more reliable measurement, with better accuracy & virtually no eyes-on time.

Why Fast Finder?

→ Everything you need to automate your PCR Workflow;
→ Achieve full standardization of PCR interpretation;
→ Use any PCR platform;
→ OEM Fastfinder to automatically analyze your kits.

*Results were obtained by comparing modelization to MRI observation on a cohort of 50 patients.
Take Control of your Procurement Processes.

In spite of having ERP and document management solutions, most companies struggle with a huge problem in what concerns the procurement full cycle control. whyCPA is a solution based on analytics and workflow engine to manage all procurement stages and procedures: from requests collection, assessment and authorization, to RFP issuing, proposal and supplier selection, ending with control of delivery and invoicing. It is a flexible solution, adaptable to the customer specific procurement procedures, it can integrate with other applications, and is focused on visual management and control.

Why WHYCPA?

- Reduces the decision making risk;
- Enables procurement accountability management;
- Complements any other document or vertical management system;
- Control cockpit for easy monitoring.

www.whymob.pt • geral@whymob.pt