

International Healthcare Tender

E-Health and E-Citizen

E-health for quality and efficiency of Healthcare system



Dr Patrice CRISTOFINI
International Healthcare Director

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Healthcare sector Evolutions

- Health is a major priority for everyone with two main concepts:
 1. Well-being and quality for life
 2. A long life
- The body and healthcare are the property of everyone
- High growth in home care (the increase of older citizens with chronic pathologies) in developed economies (10 to 12% of GDP/OECD data)
- Many different actors from the private or public sector: clinics and hospitals, pharmaceutical industries, medical networks, public organizations (Ministries, Health insurance coverage, International or National Agencies, Research Institutes, Associations...)
- The power of public authorities and governmental administrations is very strong in the management of healthcare expenditure



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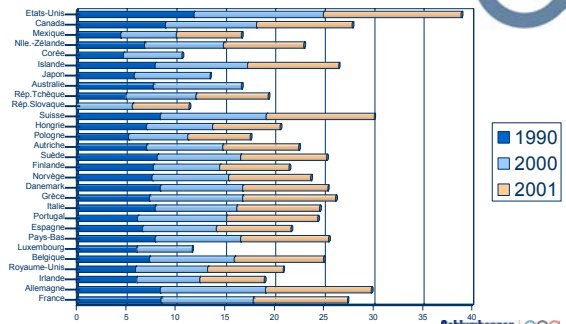


Country	People	Medical density	Hospital beds Per 1000	Healthcare systems
Pologne	38.5 millions	1 HCP for 442	5.3	Système de caisses pour les salariés. Généraliste référents
République Tchèque	10.2 millions	1 HCP for 297	8.7	Medecine liberale et système de caisses. Système de médecins référents
Hongrie	9.9 millions	1 HCP for 277	8.3	Système de caisses et assurances complémentaires privées. Coexistence de médecine lib. et publique
Slovaquie	5.4 millions	1 HCP for 415	7.5	Système de caisses et médecine liberale, fort pourcentage de médecins salariés
Lituanie	3.7 millions	1 HCP for 312	9.6	Peu de cabinets libéraux. Secteur public très majoritaire
Lettonie	2.41 millions	1 HCP for 312	10.3	Système de caisses. Médecins référents
Slovénie	2 millions	1 HCP for 465 h	5.7	Medecine liberale payée par les caisses
Estonie	1.38 millions	1 HCP for 312	7.4	Medecins libéraux et système de caisses. Médecins référents
Chypre	791 000	1 HCP for 269	5.1	Système d'Etat type NHS. Réforme en cours. Apparition de cabinets privés
Malte	QdM 1378 990	le 24 octobre 1 HCP for 381	1 hospital, 8 de	Système d'Etat type NHS

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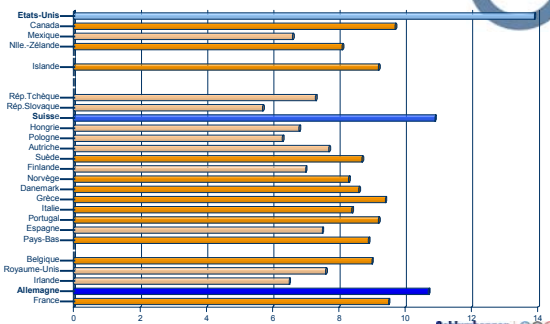
Healthcare expenditures (% GDP)



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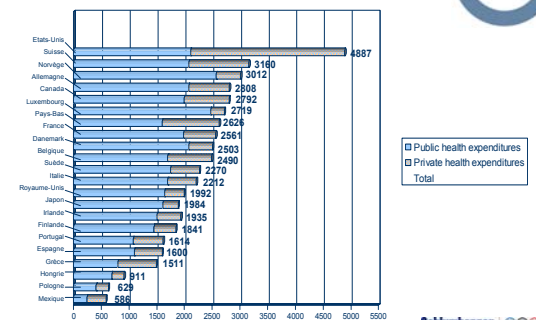
Healthcare expenditures (% GDP) 2001



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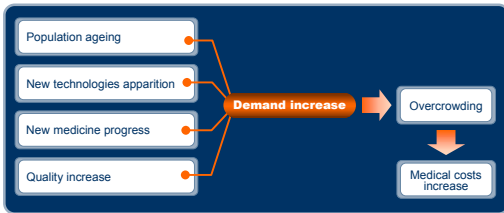
Healthcare expenditures per capita (US dollars/buying power, 2001)



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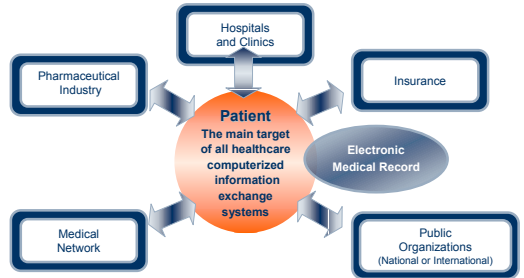


Medical services demand



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Patient in the heart of the system



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Health centered at the patient

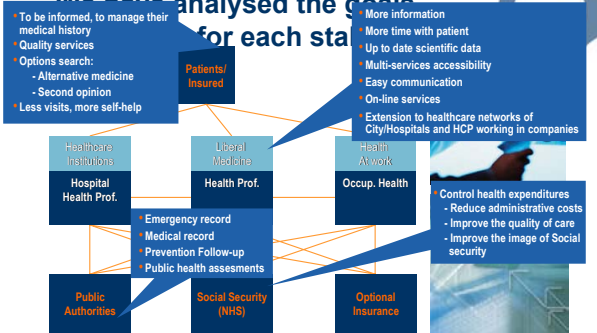
Patients demand:

- To be informed
- To manage their medical history
- Quality services
- Options search:
 - Alternative medicine
 - Second opinion
- Less visits, more self-help



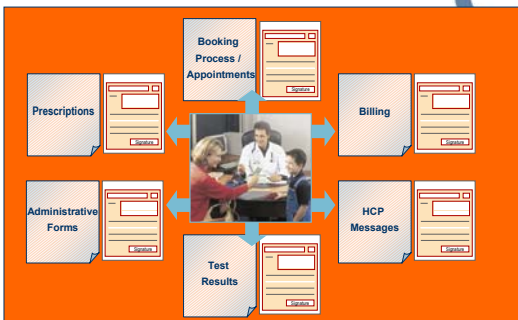
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We have analysed the goals for each stakeholder



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After a Medical Consultation



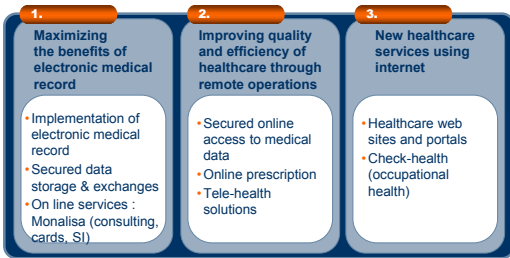
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Our vision

- We can design, implement and manage the systems meant to exchange or access healthcare information needed between any healthcare professionals or institutions and the patient, allowing:
 - Improved quality and efficiency of healthcare for both patients and professionals
 - Cost-reduction of your healthcare system
 - A better knowledge of your customer database with the ability to create targeted products
 - A complete secured environment for the patient and the healthcare professionals

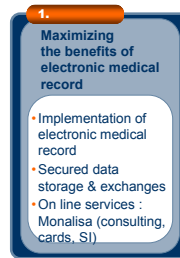
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Three main domains of expertise



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Three main domains of expertise



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Offering overview

Electronic medical record and smart cards solutions

- Electronic medical record and on line services (Monalisa) :
 - Definitive source of each patient's ID Number to be used to validate all electronic communications about them
 - Fundamental basis for the development of electronic health record
- Support and development of healthcare infrastructure and applications on a national scale (health index, health record...)
- Managed services for medical data management
- Smart card solutions
 - The best device for fully secured healthcare exchange

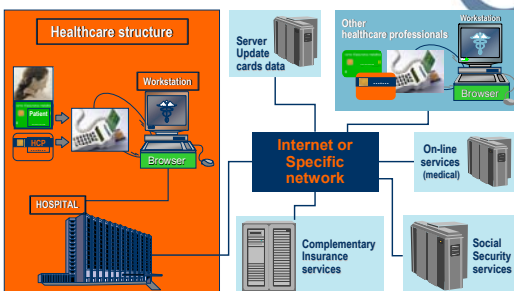
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The New Prototype MONALISA Medical ON-line Access, Leading Internet Security Authorization



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MONALISA Global View



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Prototype : Main functions

1. Connexion, identification, authentication
2. On line prescription
3. E-Forms (eg. Sick leave)
4. Billing process (Obligatory insurance)
5. Billing process (Compulsory insurance)
6. Emergency data
7. Electronic shared medical records (ALLODOC)



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MONALISA ADVANTAGES

- Access for new on line services for each stakeholder (Healthcare professionals or institutions, citizens, companies...)
- Open secured system using internet technology and healthcare cards with evolution capabilities
- Can be install without any break with existing systems
- Use market standard tools
- A major economic opportunity for the health sector (frame of modernisation of public sector)



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Conclusion

- New technologies can provide tremendous evolution in healthcare efficiency in the next few years
- The largest benefits for the patient and the professionals will be drawn of these changes with a secured and ethical approach centered on the patient
- SchlumbergerSema has major assets to be your partner for healthcare projects:
 - a long experience of IT in the healthcare sector
 - a wide range of international linked competencies
 - an international position
 - a capacity for strategic adaptation



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