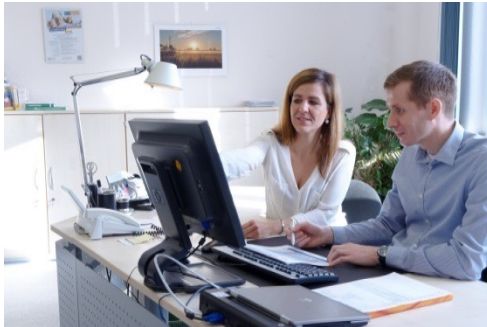


Die Krankenhaus CEO / Eigentümer Perspektive auf die Digitalisierung in Deutschland und den USA



AMEOS is growing ...

According to the magazine
“Gesundheitswirtschaft” AMEOS
– with 33% p.a. - has been the
strongest growing health care
company in recent years



Development of AMEOS Group 2002 - 2023

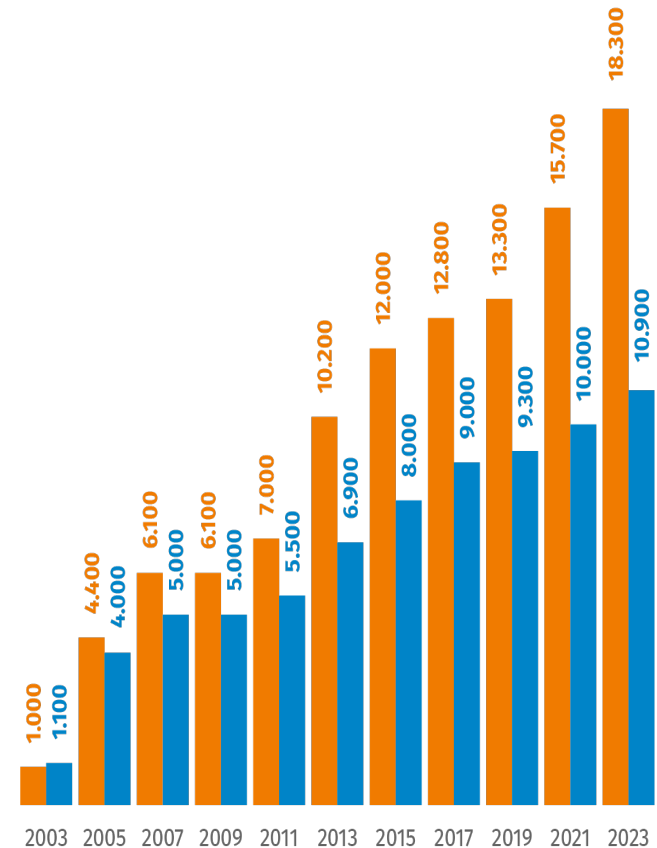
107 facilities

18.300 employees

10.900 beds



2002:
founded as a start-up



Mitarbeitende **Betten/Plätze**

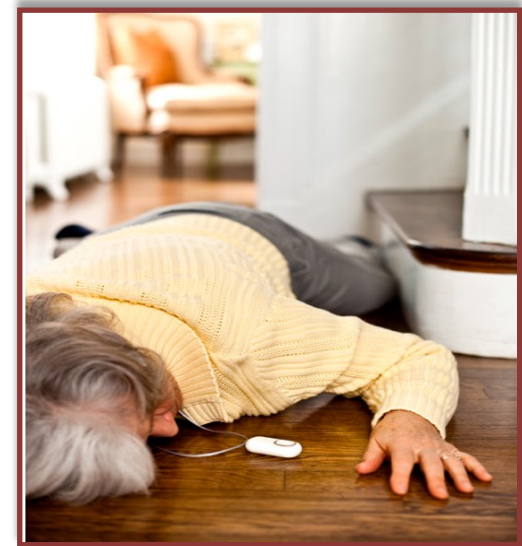
AMEOS operates



Two impact categories of Digitization in Healthcare

cat# 1: The “Big Impact Applications”:
they can save life and influence mortality
like e.g.

- 📶 24-hour surveillance
- 📶 digitized knowledge
for personalized medicine



Digitization within this category is typically inter-institutional, i.e. it cannot be implemented by a single healthcare institution alone.

At the same time this kind of digitization is going to be a quantum jump for health and life expectancy.

Two impact categories of Digitization in Healthcare

cat# 2: The “Many Little Improvements”:
they optimize the way healthcare is
delivered like e.g.

- an app for patients that enables them to get an appointment online
- an app for doctors that enables them to make better decisions or to document more easily and accurately



Digitization within this category can typically be implemented by and within a single healthcare institution.

These little but many improvements are going to optimize the processes how medicine is delivered significantly.

Essentials of the AMEOS Digitization Strategy

- 📶 Internal focus on category #2
- 📶 Being involved in network projects for category #2
- 📶 Digitization takes place in the head, not through apps and software.
- 📶 Whatever future digitization potentials will be developed, the organization must be ready to quickly adopt them.
- 📶 Core of the AMEOS Digitization Strategy is to innovate processes and make them “digitable”.



AMEOS has implemented a DigiLab for the “Many Little Improvements” (cat# 2)

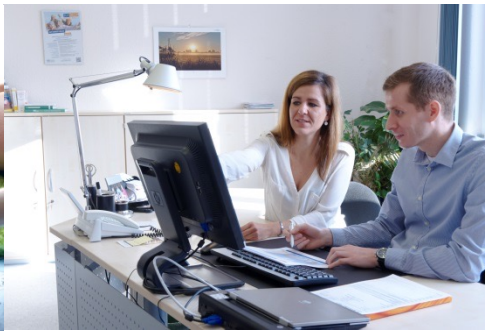
- The DigiLab is a companywide coordination project for digitization.
- Apps and softwares are continuously evaluated in use cases.
- Most use cases are assessing the benefit for process improvement and/or process innovation.
- Strategy on the process level is to make processes “digitable”.

Day 1	Day 2	Day 3
<ol style="list-style-type: none"> 1. H & P 2. PrevMedRec: Echo, Muga, CXR, EKG 3. Telemetry 4. CXR 5. EKG 6. Echo 7. ABG or Pulse Oxim. 8. Chemistries 9. CBC 10. Cardiac Enzymes Q8 11. Thyroid Studies 12. Nursing Assessment 13. Vital Signs, I&O 14. Cardiac Drugs 15. Diuretics 16. Anticoagulant 17. Oxygen 18. Bed Rest 19. Diet 20. Disc SW, HH, FS c Dr 	<ol style="list-style-type: none"> 2. PrevMedRec: still available 3. Discuss D/C Telemetry 8. Drug Levels 10. Cardiac Enzymes 16. Anticoagulant 17. Discuss O₂ 18. Activity 19. Discuss Diet 20. SW Intervention 	<ol style="list-style-type: none"> 4. CXR 5. EKG 7. ABG or Pulse Oxim. 8. Chemistries 12. Disc Progress 14. - 16. D/C Med 18. Amb. 20. Disc D/C 21. Holter 22. Echo/consult 23. Muga 24. Cardiac Cons if non-resp.

Cardiac Insufficiency Pathway

Major differences in digitalization US versus Germany are caused by different financing systems

- In the US the volume of financing is in general more adequate and allows more liquidity for digitalization investments
- Financial incentives are frequently opposite in the United States and Germany



Financial incentives are frequently opposite in the United States and Germany

- US: market-oriented system: digitalization investments amortize because of efficiency and quality gains
- GER: planned-economy system frequently destroys the pay-off incentive (and KHZG is needed to partly compensate for wrong incentives)

Example: digitalized medication cabinets abolished after implementation of nursing cost budgets (nursing costs fully reimbursed)





Thank You For Your Kind Attention



AMEOS Group
Bahnhofplatz
8021 Zurich
Swiss Confederation

Phone +41 (0)44 5678 366
Fax +41 (0)44 5678 329

info@ameos.ch
www.ameos.ch

ameos.eu