

SAP4Healthcare better value, better care



Your business technologists. Powering progress



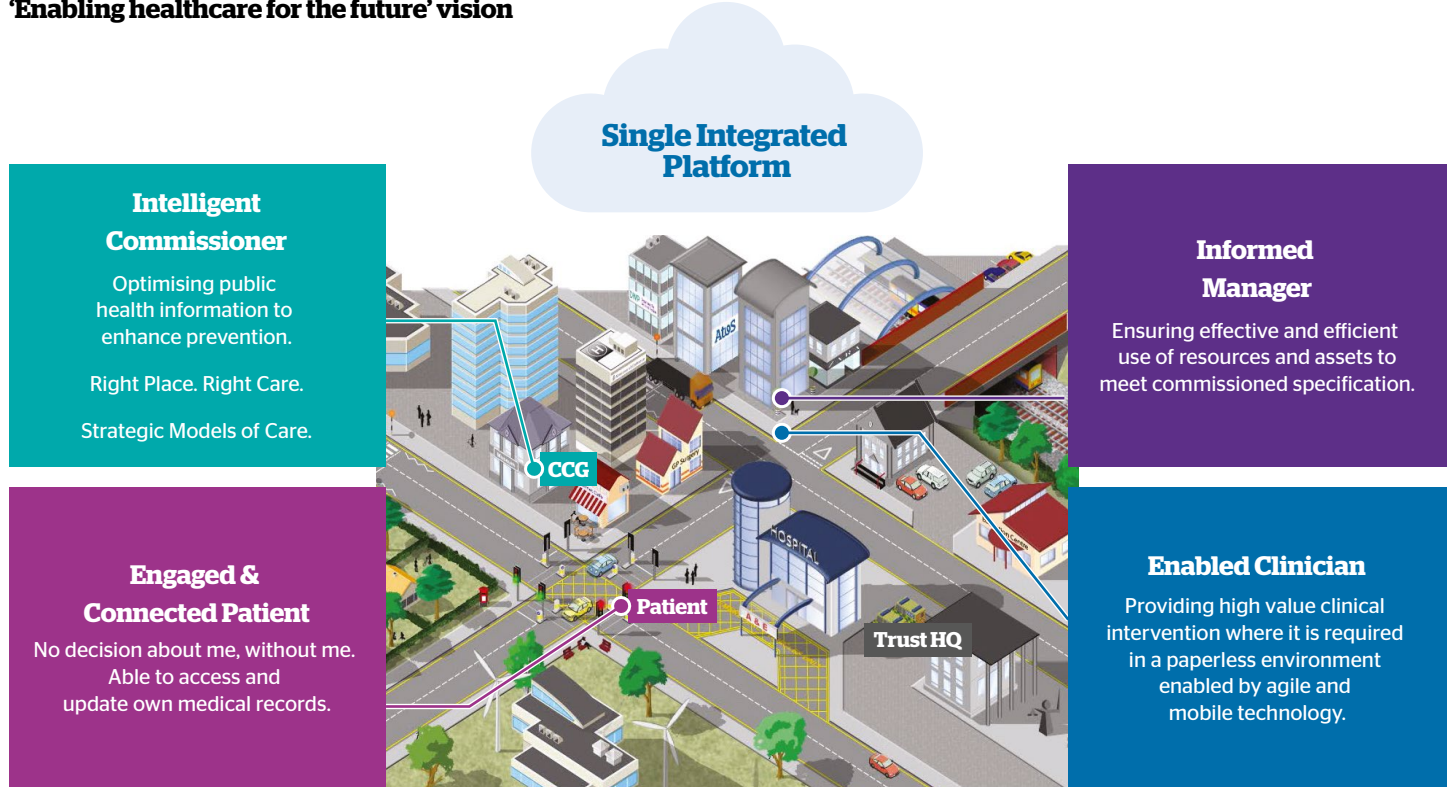
Connecting people, process and patients to deliver efficient, end-to-end healthcare services

Hospitals face a combination of challenges unlike any other as they seek to reconcile the need to operate as an efficient, integrated and semi-commercial organization, whilst meeting their core aims of outstanding patient care provided in a timely and connected way.

To do this it's essential to bring together systems, services and people to create a unified service better equipped to collaborate, lower costs, reduce waiting times and drive efficient workflows.

All this is against a backdrop of highly stretched budgets and an increasingly open and competitive market.

'Enabling healthcare for the future' vision



Powering progression in healthcare



Making technology the answer not the obstacle

Technology is frequently held up as the answer to many of these issues – and it can be, but it has to be the right technology implemented in the right way. Too many times we see applications and infrastructure that promise much but fail to reach their full potential, consuming valuable resources without providing the right level of return.

SAP4Healthcare is different, providing an end-to-end chain of care that puts information into the hands of the professionals that need it. Integrated dashboards give you one view of clinical, administrative and financial data, enabling you to analyze, interpret, adapt and make informed decisions on patient care.

With SAP4Healthcare you'll be able to make greater use of the resources you already have, supporting proactive care with better scheduling and treatment planning, helping teams to collaborate to dramatically reduce costs, errors and inefficiencies. The result: happier patients and more satisfied employees.

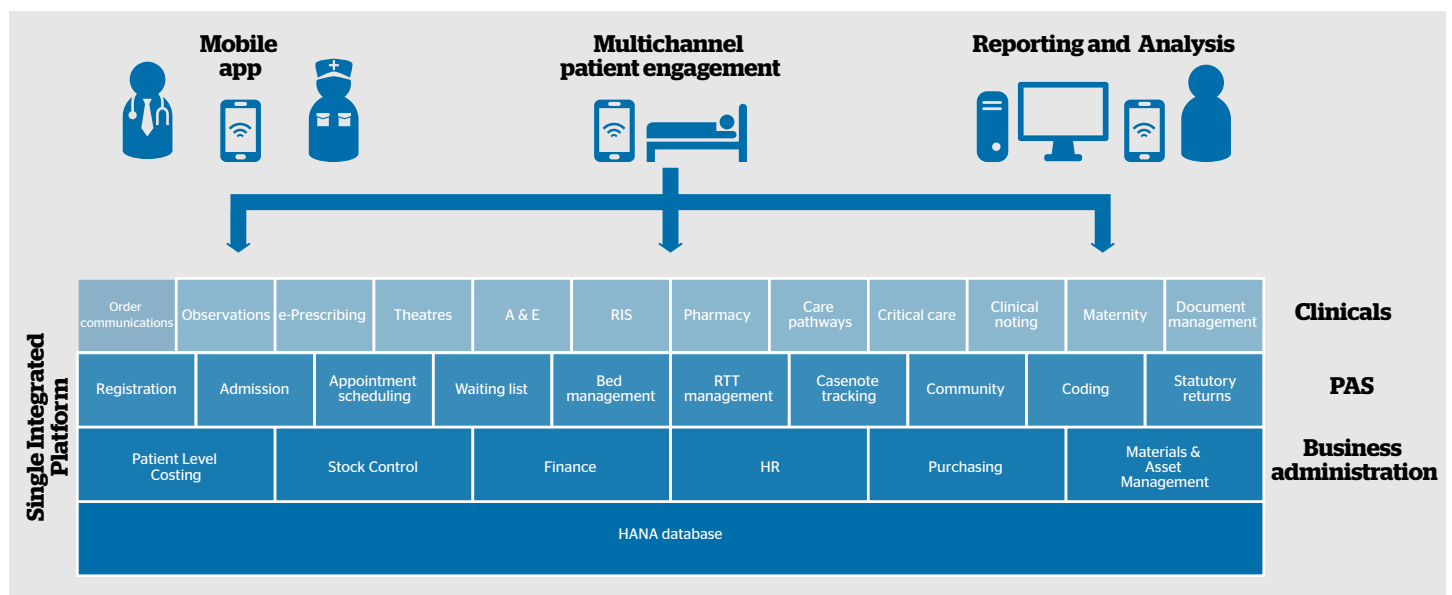
SAP4Healthcare has been deployed to over 1,100 hospitals worldwide, delivered benefits including:

- ▶ 30% decrease in pre-surgery hospital visits ¹
- ▶ 40% reduction in time to fill critical vacancies ²
- ▶ 47% reduction in agency fees for critical positions ²
- ▶ €45m saving in the first four years (operational cost) ¹
- ▶ \$72 million material cost savings over 10 years ³
- ▶ 96.1% reduction in item replenishment cycle time ³
- ▶ 50% reduction in time required to discharge patients ⁴
- ▶ €8m annual saved by removing unnecessary orders and results and better use of medical supplies.⁵

Helping your teams collaborate

We do this through a single technology platform tailored to the needs of your hospital, providing a transparent, adaptive management system for the secure handling of patient records from the point of engagement right through to on going care and liaison with other agencies. This ensures that the information is consistent and accessible throughout the entire healthcare pathway, seamlessly connecting your teams no matter how lengthy or complex the treatment.

By connecting business information, clinical, resource and patient management you can realize cross-organizational efficiencies, lowering administrative and medical costs without impacting on the quality of care.



1. Institut Català de la Salut Business Transformation Study, 2011
 2. Novo Nordisk, Loud in the Cloud, Customer Spotlights Healthcare, SuccessFactors, 2013

3. Montefiore Medical Centre Business Transformation Study, 2007
 4. El Araby Medical Center Hospital, Business Transformation Study, 2011
 5. Cyprus Ministry of Health, 2012

SAP4Healthcare can:

- ▶ Connect registration, scheduling and patient level costing
- ▶ Provide a secure platform to help healthcare teams collaborate and plan healthcare pathways
- ▶ Reduce costs without impacting on service levels
- ▶ Unify healthcare, social care and continuing care
- ▶ Shorten patient turnaround and reduce waiting lists
- ▶ Create a single, accurate source of patient, referrer and provider information
- ▶ Support predictive care decisions
- ▶ Reduce errors and misdiagnosis
- ▶ Free frontline staff from excessive administration.

For patient administration and budget management:

- ▶ Achieve greater patient throughput via planning based on clinical and commercial priorities
- ▶ Gain insight into demand and resource availability to maximize efficiency
- ▶ Enable staff to spend more time with patients while capturing critical medical and administrative data
- ▶ Ensure full and accurate reimbursement for all services delivered
- ▶ Provide correct management of claims to relevant bodies.

For patient relationship management:

- ▶ Log and understand patient needs and preferences more efficiently
- ▶ Enhance patient services as well as ensure more coordinated appointment planning
- ▶ Gain greater visibility of staff schedules to reduce wait times
- ▶ Tailor patient communications and create new revenue streams via targeted marketing.



As a leading provider of healthcare solutions, Atos has a proven track record

Atos is a leading provider of healthcare solutions, with a proven track record of driving efficiency, savings and, most importantly, improving patient outcomes and satisfaction across some of the most complex healthcare systems in the world. We know how to bring together patient-centered, agile services that channel the right information to the right place at the right time.

Our approach: a unique combination of consulting and technology expertise

Our consulting approach starts by defining your objectives before creating a roadmap for change that will take you through a series of flexible steps at a pace that suits your expectations, culture and budget. Having gained a thorough understanding of your needs we will design an SAP platform that is efficient, modern, secure and future-proof to act as the foundation for improvement across your entire health and care economy.

Confidence in our delivery

We work very closely with SAP to create solutions that are designed around the very individual needs of the health and care sector. The deep insight that this gives us into the development roadmap of SAP's technology ensures that every system we build has the future in mind. We will already have anticipated changes in technology and can advise you on how, or indeed if, they are of value to you.

We are one of only three Global Value Added Resellers for SAP and our informed approach specifically addresses the challenges of hospitals and care organizations, making us one of the only integrators that can deliver the full range of SAP's healthcare solutions and upgrades. As a member of Europe's foremost data protection associations and a leader in secure storage, our robust, seamless SAP technology will move information through your systems effectively whilst our cyber security excellence will prevent internal or external leaks.

Supporting your entire journey

Whilst other providers focus on a single technology deployment journey we look at what your hospital uses and how it uses it - a much more relevant, business-orientated approach. This means we design SAP solutions around your current technologies before migrating you to the right platform and integrating SAP efficiently and seamlessly into your current estate.

Together, Atos and SAP will deliver the different thinking and superior information management that will realize the savings you need while maintaining and enhancing your ability to focus on your patients.



Leader in end-to-end delivery

Atos is an expert in creating the integrated, end-to-end technology that modern health and care economies depend on.

Our successful deliveries of integrated healthcare solutions around the world include:

- ▶ As a strategic partner for the Hovedstaden Region in Denmark, we provide SAP implementation and outsourcing for 16 hospitals
- ▶ For ORBIS hospitals in the Netherlands, Atos designed and built the SAP4Healthcare electronic patient record solution as well as a document management solution used in 11 clinic centres by 5,800 clinicians
- ▶ In NHS Scotland, Atos Alliance scanners process up over one million forms every week for approximately 3,450 medical professionals
- ▶ For HAGA hospitals in the Netherlands, we delivered an integrated SAP4Healthcare electronic patient record solution

- ▶ We have delivered nine million e-health cards for the Austrian government, e-medication for 1,200 pharmacies and e-health infrastructure management, saving approx. €120 million a year
- ▶ For CIN, the association of the seven Belgian health insurance companies, we host and maintain the e-health platform
- ▶ Atos developed a system to collect information about 60 million French citizens for use by authorized clinicians in order to improve treatment and outcomes
- ▶ In the Netherlands, Atos collects four million high-quality images from mobile scanning units each year, for immediate analysis and secure storage
- ▶ In South America, our systems validate, administer and monitor medical intervention for 6.5 million patients, managing 4.5 million transactions in 12,000+ pharmacies
- ▶ Working with Siemens, we deliver complete hospitals in the Middle East, taking responsibility for all IT.

Our expertise gives you:

- ▶ The world's leading provider of healthcare solutions
- ▶ One of SAP's foremost partners in healthcare
- ▶ Advice focused on your business objectives
- ▶ A step-by-step consulting approach moving at a pace that's right for you
- ▶ Highly secure data transmission and storage
- ▶ Solutions that deliver cost savings whilst improving patient care.

For more information and to download our white paper, visit atos.net.

About Atos

Atos SE (Societas Europaea) is a leader in digital services with 2014 pro forma annual revenue of €10 billion and 86,000 employees in 66 countries. Serving a global client base, the Group provides Consulting & Systems Integration services, Managed Services & BPO, Cloud operations, Big Data & Security solutions, as well as transactional services through Worldline, the European leader in the payments and transactional services industry. With its deep technology expertise and industry knowledge, the Group works with clients across different business sectors: Defense, Financial Services, Health, Manufacturing, Media & Utilities, Public Sector, Retail, Telecommunications and Transportation.

Atos is focused on business technology that powers progress and helps organizations to create their firm of the future. The Group is the Worldwide Information Technology Partner for the Olympic & Paralympic Games and is listed on the Euronext Paris market. Atos operates under the brands Atos, Atos Consulting, Atos Worldgrid, Bull, Canopy, and Worldline.

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