
Integrating clinical and patient care with industry and digital expertise

Read how Atos and Dell EMC are helping healthcare organizations navigate this digital journey.



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Atos Digital Insights

With patients becoming better informed about their health and wellbeing, healthcare and life sciences organizations are turning to IT solutions to provide better care for their patients. **According to Deloitte, healthcare solutions such as delivery systems and health data analytics are going to be play a pivotal role in connecting clinical and patient care by 2020.**⁽¹⁾

The Atos Digital Insights team interviewed Kamesh Somanchi, Group Leader HCLS and Dave DeAngelis, Global Healthcare & Life Sciences GM. We asked them questions about what technologies they see they will help their customers in 2020.

"Technology alone, such as the smartphone, is not a silver bullet for healthcare. Instead, success lies in the convergence of digital health and human interaction. It also relies on developing partnerships which harness technology, while providing trust-based, patient-centered care and balances person-to-person engagement with the efficiencies provided by technology."

Sara Siegel, Deloitte Partner, Healthcare Strategy and Consulting

Q In the current healthcare environment, what are the priorities you are hearing about from customers?



Kamesh Somanchi, Atos

There are four leading priorities as we see

1. Redefine care delivery
 - a. Patient monitoring
 - b. Information follow the patient
2. Operational efficiency
 - a. Unified Health Record
 - b. Robotics
3. Patient and provider engagement & experience
 - a. Artificial Intelligence
 - b. Workflow Tools
4. New workforce development and deployment
 - a. Scheduling
 - b. Learning & Development



Dave DeAngelis, Dell

From a Dell Technologies perspective, we believe we can help care providers to innovate by leveraging technology in the following areas:

1. Enabling healthcare IT transformation
 - Optimize clinical applications and develop multi-cloud strategies
 - Transform operating models with modern and secure next generation infrastructure
2. Precision medicine transformation
 - Speed access to actionable insights - Assess, manage and secure big data coming from genomics, digital pathology, AI/ML
3. Connected health
 - Connect care providers to the right technology, processes, and information
 - Enable IT control and innovation with simplified management and security
 - Empower workplace with actionable data from IoT and telehealth solutions



Q In the future, how do you see technology being an enabler of their goals?



Kamesh Somanchi, Atos

Many of these foundational capabilities (cloud, analytical, mobile) in use case concepts and technologies already are in play. How to leverage the investments made in these foundational capabilities in progressing and demonstrating value while continuing to look to increase their competitive differentiation in this new era?

Cloud based interoperable EMR/EHR systems and digital and artificial intelligence technologies including agile infrastructure will be the key enablers of their goals and spark a desired step change.



Dave DeAngelis, Dell

Healthcare providers need to modernize their infrastructure to take advantage of a modern multi-cloud environment and balance their clinical and business workloads while focusing in innovation. At the same time, leverage the power of IoT to transform patient experience, connected devices are changing how data is captured and care is provided. In these modern data centers and next generation storage world where data has increased in volume and value security is essential.

ML and AI will help improve cybersecurity capabilities by automating threat detection and limiting ransomware attacks. And finally, healthcare providers have now the opportunity to enable precision medicine leveraging big data and finding actionable insights at the point of care so care givers can deliver better patient care.

Source (1) - Deloitte - Healthcare and Life Sciences Predictions 2020 <https://www2.deloitte.com/cn/en/pages/life-sciences-and-healthcare/articles/healthcare-and-life-sciences-predictions-2020.html>

Atos Digital Insights

Q Both Atos and Dell have a strong presence in the healthcare industry. How does this partnership influence the industry?



Kamesh Somanchi, Atos

When you combine Atos capabilities in hybrid cloud orchestration, decision factory and cloud factory capabilities and big data/analytics platform and AI suite with Dell's infrastructure solutions in storage, data protection, converged/hyper converged and with connected health solutions mapped to unique HCLS needs. But as we advance, we will push each other forward further adding "continuous innovation" to customers.

Already, our pairings reveal game-changing combinatorial effects for healthcare- using the high-performance computing to crunch large and complex data sets, such as DNA sequencing/ Genomics, to enable more personalized medicine and interactions, also in modernizing infrastructure and application transformation to achieve the true sense of digital transformation.



Dave DeAngelis, Dell

Atos brings business growth through digital transformation, while Dell Technologies bring best-in-class technology at the network's edge, at its core, and throughout its multi cloud infrastructure. Together the Alliance partners' scale, breadth and depth are unmatched anywhere in the healthcare and life sciences market.

The Alliance partners have invested significant resources in R&D, continue to develop pre-packaged solutions for healthcare that rapidly reduce implementation time and risk, and drive down cost of implementation. Our partnership enables better patient care by helping healthcare providers to transform into the digital era with best in class and innovative ways to care for their patient.

Q Last question...digital transformation remains a priority for healthcare, what opportunities do we have to assist in that transformation?



Kamesh Somanchi, Atos

Healthcare is in a unique place in "post-digital" world. The industry has recognized that digital must become part of everything 'health'. The future will be about full adoption of cloud, analytical and mobile and embracing new technologies to transform outcomes and ultimately change lives bringing care back into healthcare.

Our combination provides a market-leading partner of HIT transformation, connected health, precision medicine, quantum computing and application transformation services.



Dave DeAngelis, Dell

Healthcare is being transformed by data, data managed by care providers has grown from an average of 0.86PB in 2016 to 8.41PB in two years and data has become more and more important for patient care, for this reason now more than ever healthcare providers need to be ready to take full advantage.

That is why Atos and Dell Technologies are working together to provide solutions that enable better patient care by helping healthcare providers transform into the digital era with best in class and innovative ways to care for their patients.

About Atos

Atos is a global leader in digital transformation with over 110,000 employees in 73 countries and annual revenue of over € 11 billion.

European number one in Cloud, Cybersecurity and High-Performance Computing, the Group provides end-to-end Orchestrated Hybrid Cloud, Big Data, Business Applications and Digital Workplace solutions. The group is the Worldwide Information Technology Partner for the Olympic & Paralympic Games and operates under the brands Atos, Atos Syntel, and Unify. Atos is a SE (Societas Europaea), listed on the CAC40 Paris stock index.

The purpose of Atos is to help design the future of the information technology space. Its expertise and services support the development of knowledge, education as well as multicultural and pluralistic approaches to research that contribute to scientific and technological excellence. Across the world, the group enables its customers, employees and collaborators, and members of societies at large to live, work and develop sustainably and confidently in the information technology space.

Find out more about us

atos.net

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Let's start a discussion together



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