

F R O S T & S U L L I V A N

Mega Trends: Pre-empt the Future!

Understanding the new scenarios offered by
Healthcare and ICT Sectors

4th April 2011

Bologna, Italia

Agenda

Sample of Mega Trends in the ICT Sectors

Sample of Mega Trends in the Healthcare Industry

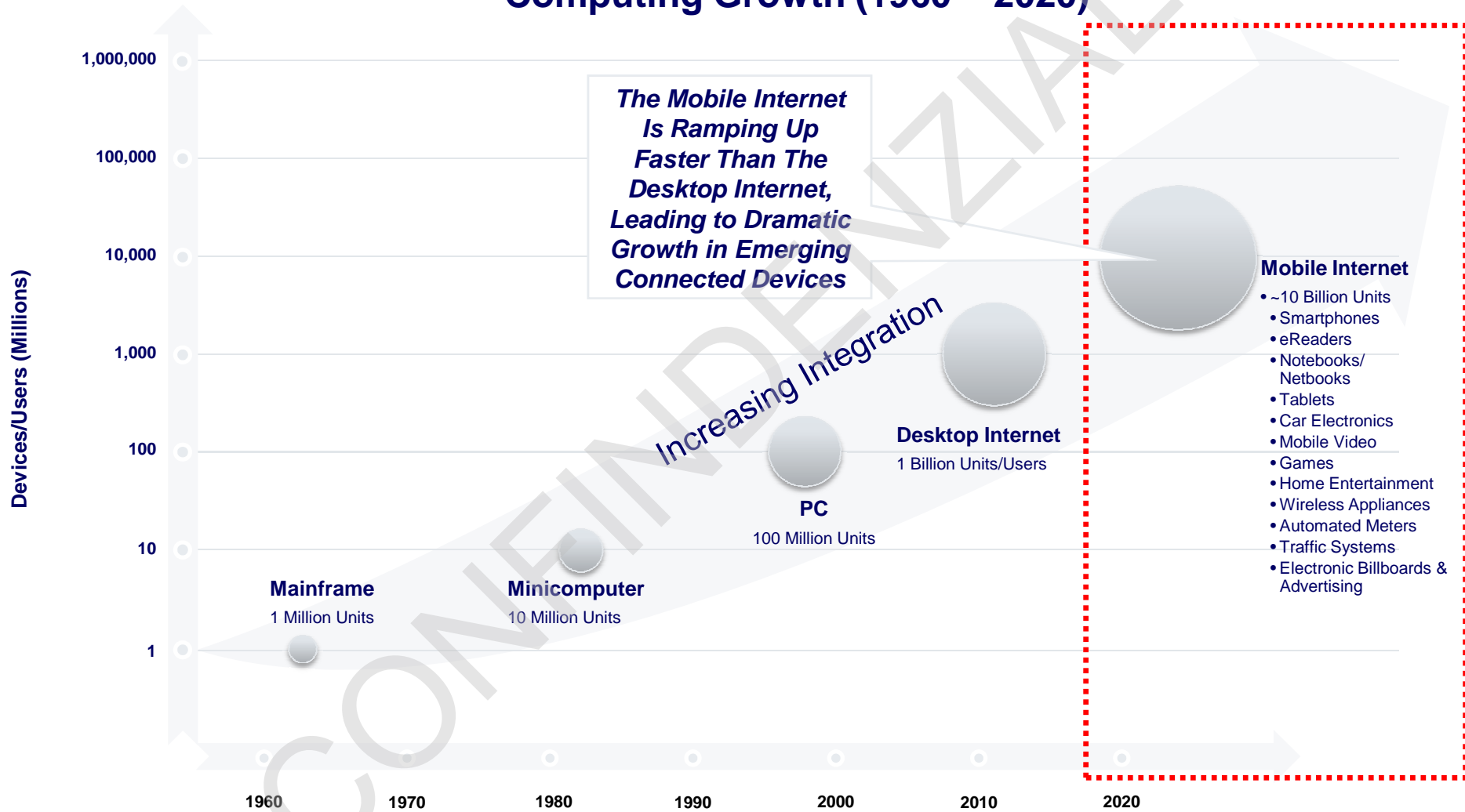
Q&A Session, Contact Details

Anyone, Anywhere, Anytime, Anything will Gain Serious Momentum

	Major Trend	2010	2020
1	Mobile Internet	Smartphones	4G networks will enable next generation of mobile applications, especially mobile video
2	Monetization	Fee-based	Privacy-sensitive location-aware advertising
3	Green IT	Evaluating Green Strategy	Reaping Benefits of Implemented Green Strategy in Networks, Devices & Everything Between
4	Social Networking	Evaluating Effectiveness of Web 2.0	Social Data Intelligence - Innovative Marketing & Sales Strategies & Models
5	End Users Become DMs	Push Technologies to Customers	Push Technology Needs/Wants to Manufacturers
6	Lifestyle	Technologies becoming Fashion Statements	Design is key differentiator For Consumer Products
7	Presence Management	Need to Stay Connected 24/7	Need to Find Privacy
8	Mobility	eCommerce	mCommerce
9	Unified Communications	Integrate voice and web apps to improve communications	Converged networks/apps to deliver true collaboration
10	Video	Telepresence for Enterprise; HD Video Content	Virtualization, cloud computing and other service models help deliver video content to anyone, anywhere, anytime

The Next Major Technology Cycle: The Mobile Internet

Computing Growth (1960 – 2020)



Global Trends in the Mobile Communication Market

3G Renaissance/ Mobile Broadband

- 3G penetration to reach global sweet spot of 25% in 2010
- More 3G enabled phones were sold last month than 2G
- Leapfrog to LTE much faster than anticipated
- Prepaid mobile broadband expands the addressable market
- Mobile broadband outstrips fixed broadband across markets

Mobile Internet/Computing /Smartphones

- Smartphones + App stores : new discovery mechanism , removes search
- Operators launch fixed rate plans : Singapore , Malaysia, etc
- Iphone largest selling phone in Japan
- New smartphones below \$ 200 to expand market
- Niche devices will bridge gap between smartphone and laptops - close to 15% of market

Dumb pipe vs Smartpipe

- Operators getting disintermediated in the value chain like fixed line players
- Launch of operator driven app stores and JIL consortium
- Faster transformation of OSS BSS
- Expansion of operator controlled app store concept .

Efficiency Improvement

- Network efficiency a critical issue -
- Huge pressure to maintain capex to revenue ratio
- Network spend mix changing from coverage to backhaul
- CFO influence on network and IT decisions increasing

Mobility Integrators (MI) to Offer Innovative mobility solutions to complement commuters' inter-modality and multi-modality travel split



The Concept of a Dynamic Transport Solution Integrating Different Modes Under a Single Entity to make Personal Transportation Easy and Simple

MIs will start exploiting the Web 2.0 and Mobile 2.0 Internet service to offer mobility-based applications (apps) on smart phones.

Source: Frost & Sullivan
*The company logos mentioned are only for descriptive purpose

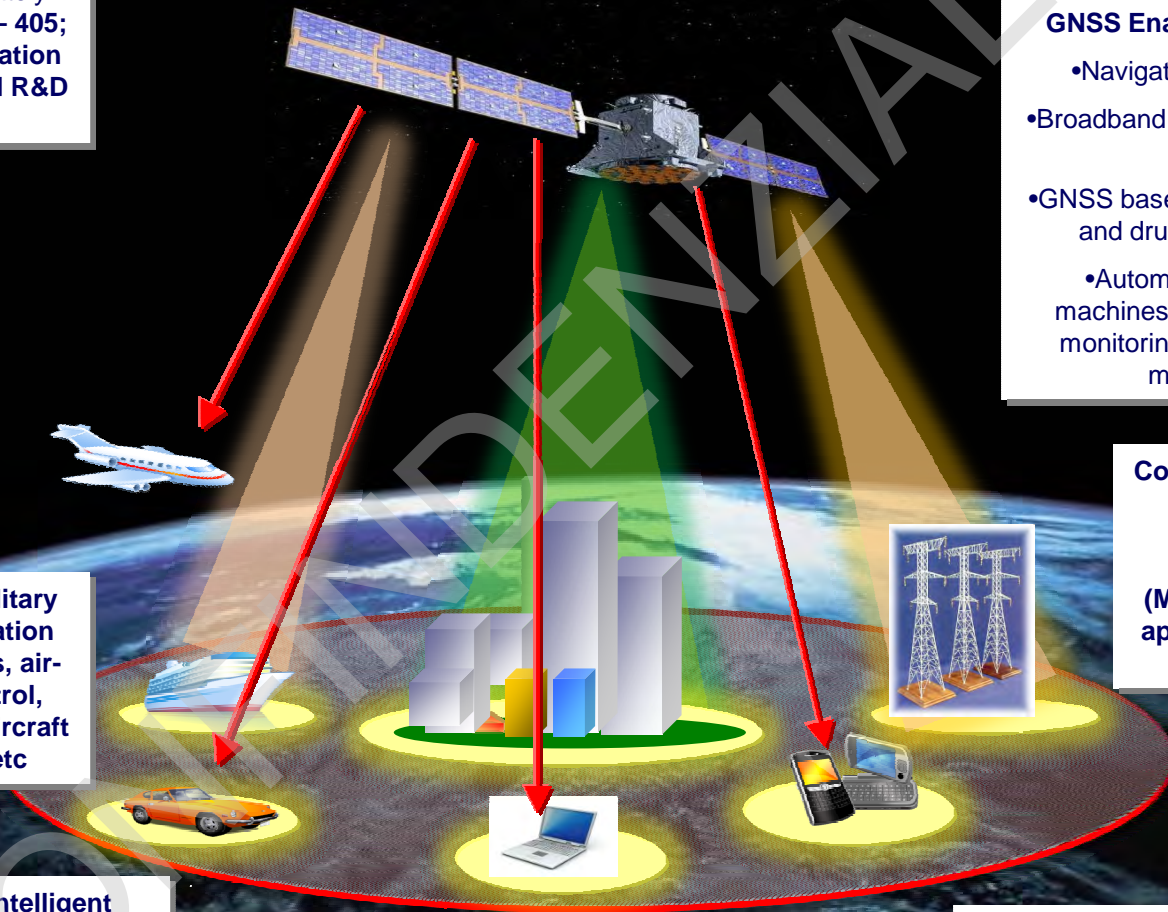
New Satellites Launched By 2020: Over 900 Satellites to Be Launched Globally This Decade Creating Multiple Innovative Applications

By 2020, there will be approximately **927 Satellites (Communication – 405; Earth Observation – 151; Navigation – 85; Reconnaissance – 212 and R&D 75)**

Galileo - intended to provide more precise measurements than GPS or GLONASS (Galileo will be accurate down to the metre range) and will be free and open to everyone.

Used for Military Communication Applications, air-traffic control, automated aircraft landing, etc

Automobile Navigation and Intelligent Traffic Control Systems: Leading to reduced travel time, reduced fuel consumption, decreasing accidents, and enhanced real-time navigation



GNSS Enabled Applications:

- Navigation (Civil, Military)
- Broadband Internet and Wireless Network
- GNSS based medical monitoring and drug delivery system
 - Automated guidance of machines, real-time structure monitoring, logistics and site management

Commercial market will be driven by broadcast; Mobile Satellite Services (MSS); voice and data applications, bundling IPTV

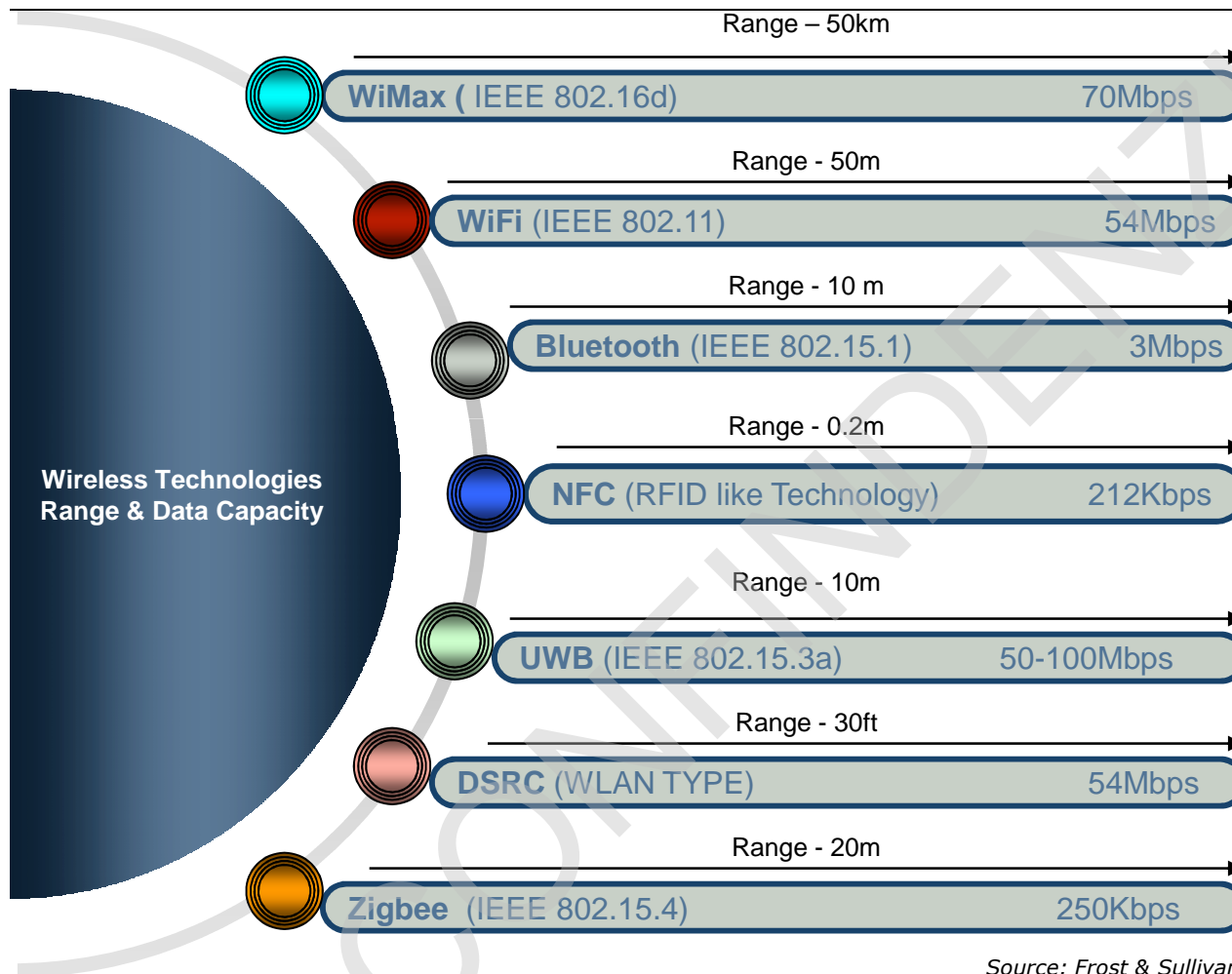
Increase in Broadband Speed and Easy Connectivity to Smart Phones and other Communication Systems

Real-Time Wireless Intelligence in 2020: IT Infrastructure to be Around 80% Wireless on a Single Integrated Platform



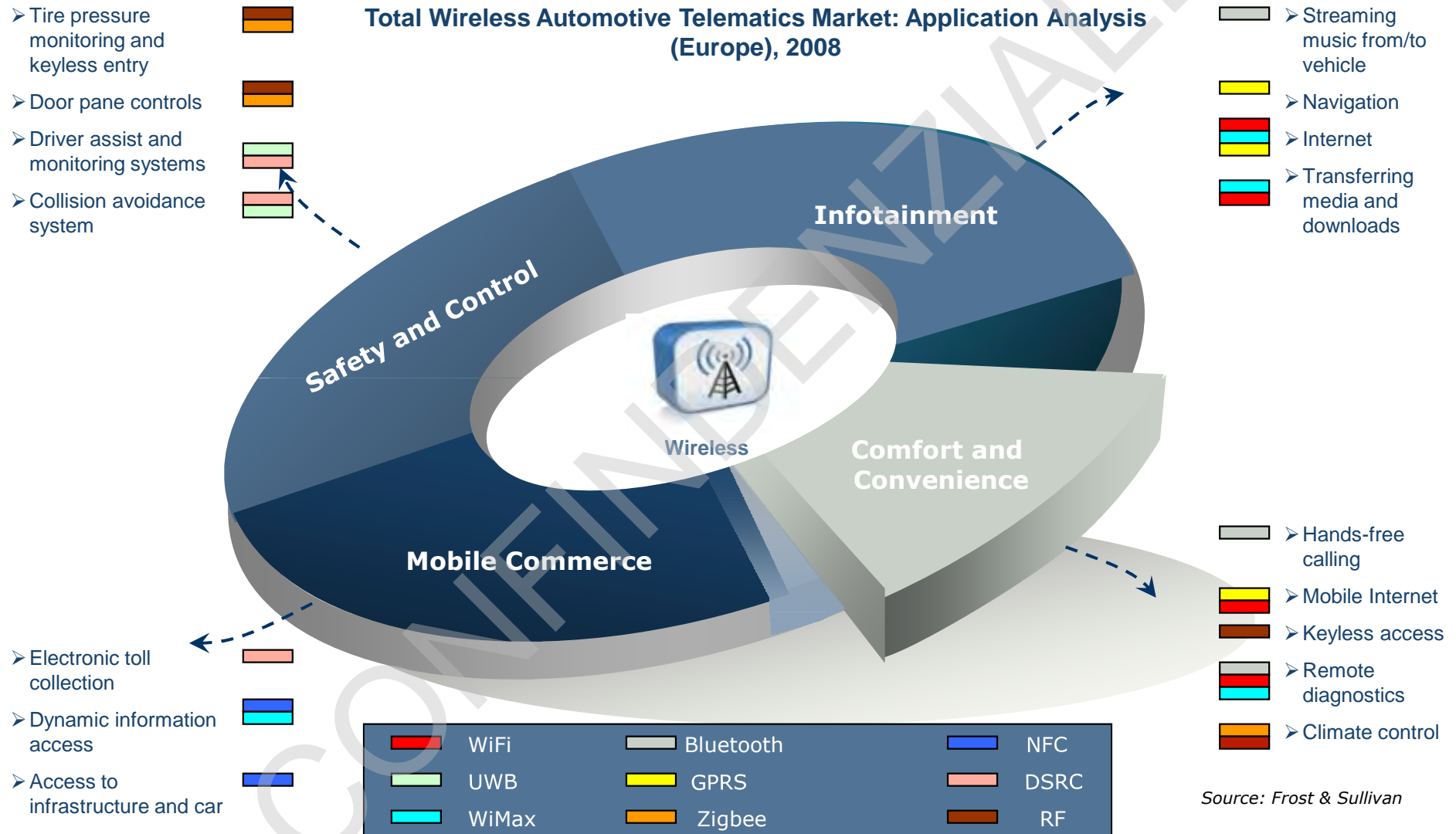
Wireless Technologies to Make Cars Intelligent and Safer

Total Wireless Automotive Telematics Market: Introduction and Overview (Europe), 2008



- Vehicle manufacturers and suppliers are continuously investigating new wireless technologies to deploy them in different domains, like **safety and core telematics applications**, within the automotive sector.
- Key objectives of development of new technologies are **personal device connectivity, mobile Internet access to the vehicle, remote monitoring and diagnostics and enhanced safety and security of the vehicle.**
- Frost & Sullivan expects the total wireless automotive telematics market to grow steadily from approximately €279.42 million in 2008 to **€889.34 million in 2015** at a compound annual growth rate (CAGR) of 17.99 per cent.

Application Analysis - Bluetooth, Radio Frequency and GPRS Lead on Possible Automotive Applicability

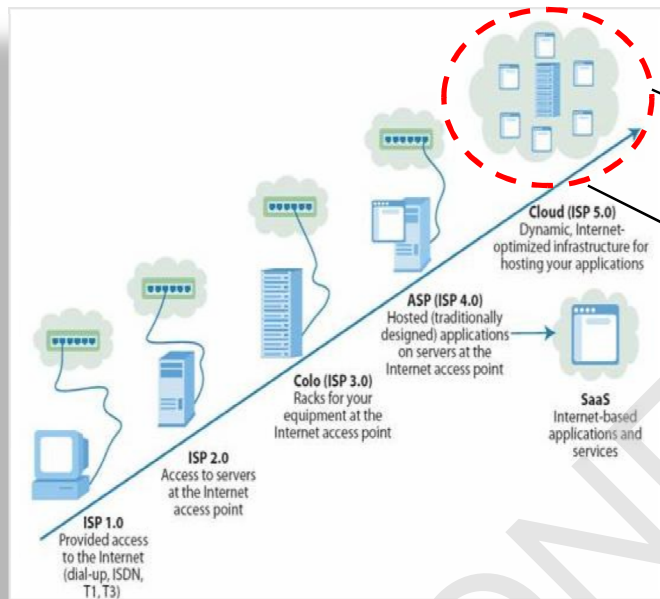


Source: Frost & Sullivan

Evolution of the Cloud Computing Concept Leading to Virtual Companies

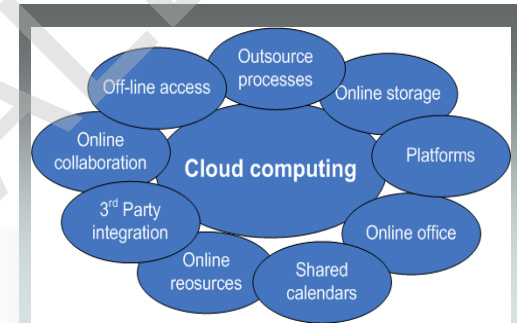
Cloud computing is Internet-based computing, wherein shared resources, software and information are provided to computers and other devices on-demand, like a public utility.

Advent of the "CLOUD"

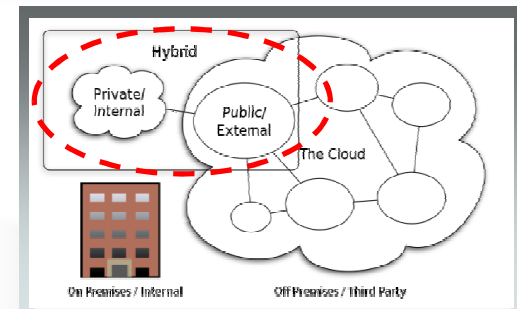


Benefits of this "time sharing" style approach include reduced CapEx, shared infrastructure and costs, low management overheads and immediate access to applications.

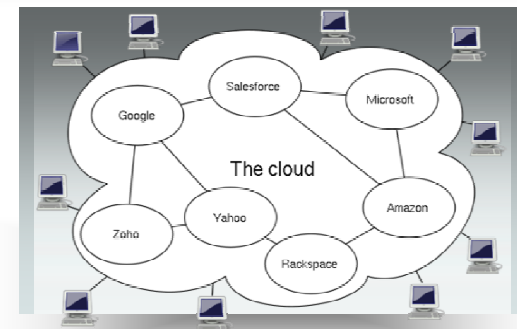
Functions



Types



Example



SMART Clouds in 2020: FLEXIBLE CUSTOMIZED Clouds Created By Consolidation Of Different Off-premise HYBRID Cloud Services

SMART Clouds addresses a particular **business (or personal) need for a specific period of time** and can be integrated with existing on-premise IT infrastructure base - seamlessly and securely.

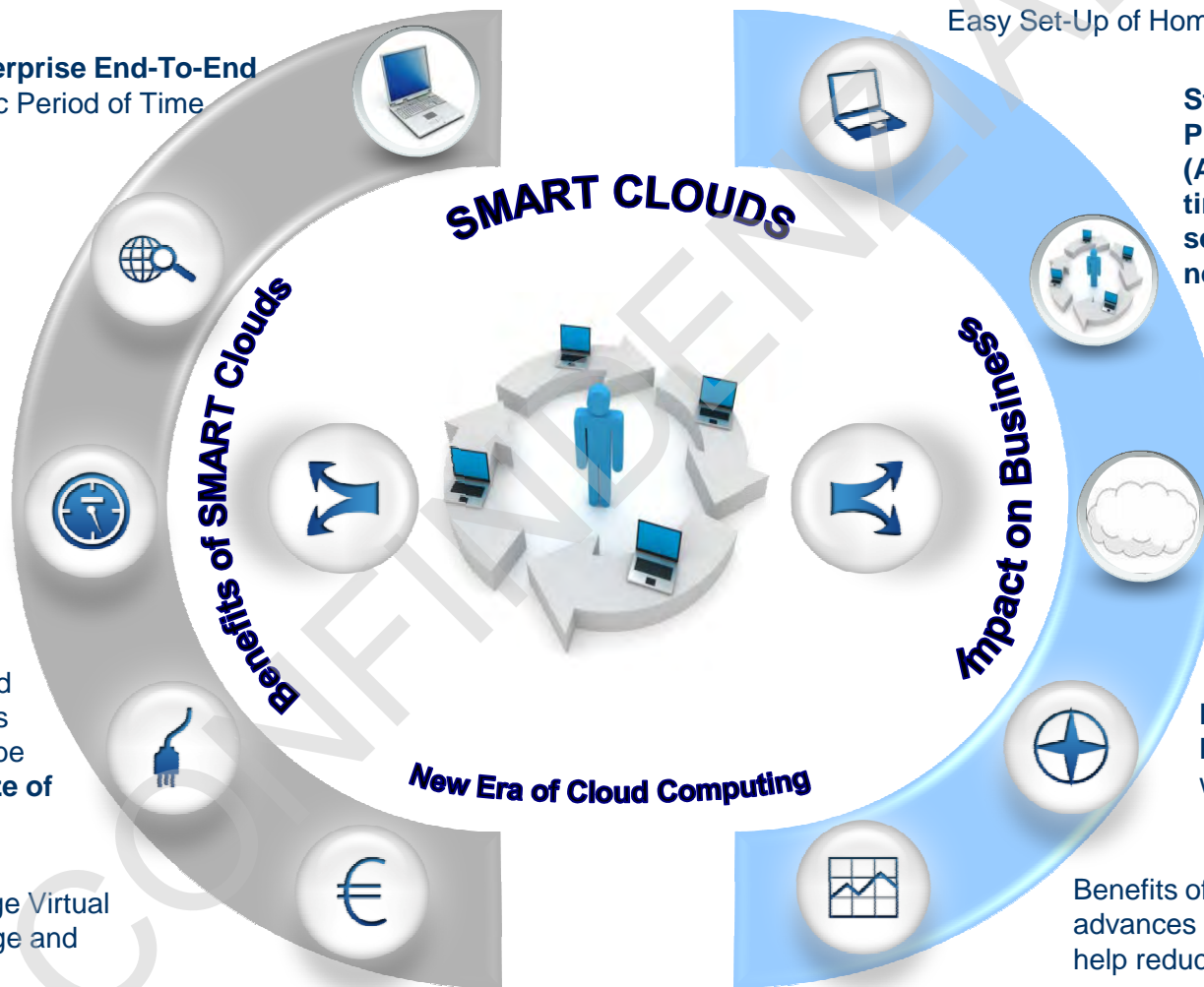
One – Stop Shop Enterprise End-To-End Solutions for a Specific Period of Time

SELF SERVICE IT -
Selective Choice of Information (Eg. Retail Clouds)

Saves Downtime of Searching for Specific Business Solutions

GREEN IT : Energy and Cost Saving Benefits as Capacity of Cloud can be **Customized to the Size of Workload**

Availability of Free Large Virtual Infrastructure for Storage and Networking



Easy Set-Up of Home Based Offices

Standardized Application Programming Interface (API) allowing for faster time to market of new services, utilizing smart network asset

Integration of Several Hybrid Clouds Enables **Seamless Real-Time Switching** from Public to Private Clouds Leading to Need For High Security Levels

Easy Integration of On-Premise IT infrastructure with SMART Clouds

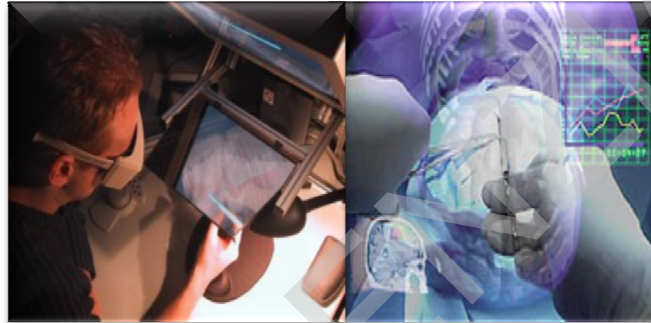
Benefits of flexibility, technology advances and cost savings would help reduce operational expenditure

Virtual World 2020: 3D Simulated Environment for Interaction and Experience Impacting Personal Mobility

Virtual Shopping Allowing Customers to Try Products without leaving their homes



Virtual Surgeries and Medical Training
Reducing Mobility for Doctors



Virtual Business Conferences



Virtual Classes and Laboratories and Daily 3D Field Trips to Different Countries and Planets



Social Networking: 3D Avatars Enabling People to Lead Multiple Lives



Fluid Interfaces: Haptic Technology Enabling Seamless, Gestural, Intuitive and Ambient Interaction Between Physical and Virtual Realms

“Holodecks”: F-16 Flight Simulator



Haptic Entertainment Experiences



Wearable Computing: Gestural Interfaces are being developed that allows Humans to Interact and Augment Physical World with Digital Data

Intuitive Haptic Gaming Experiences



Applications of Wearable Computing: Using Hand as a Keypad or Dial Pad

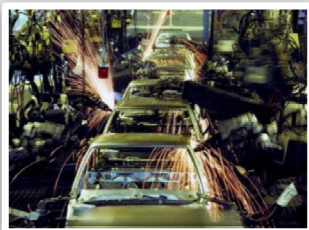


Surface Computers: Browsing of Internet on Any Surface Through Gestures

Source: MIT Media Group, 2010

Artificial Intelligence and Robotics: Future Machine Technology With Multiple Applications

Welding



Drilling



Robots in Space



Medical Robots Performing Low Invasive Surgery



INDUSTRIAL APPLICATIONS

Robotic Applications in 2020

OTHER APPLICATIONS

Material Handling



Packaging



Transportation Robots

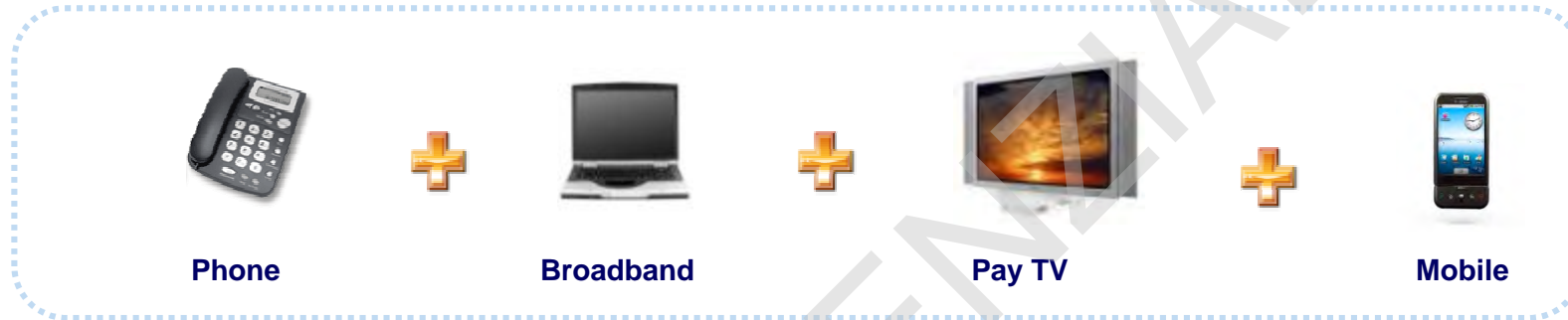


Military Robots



Convergence

Many operators in APAC are moving towards bundling their services to increase customer retention and increasing their revenues by efficiently utilizing their infrastructure.



Quadruple Play



Chunghwa Telecom
About 27% of the revenue is generated by non-mobile customers who access the bundled services.



StarHub
54.4% of consumers use more than one service, 23.7% use all 4 services



PCCW
Over a million users of quadruple services – about 1/7th of HK population



SingTel
About 100k users for bundled plan, increase of 31,000 in last year.



KT
1.3 million IPTV subscribers, 19.5 million fixed line and over 7 million for broadband services in Korea



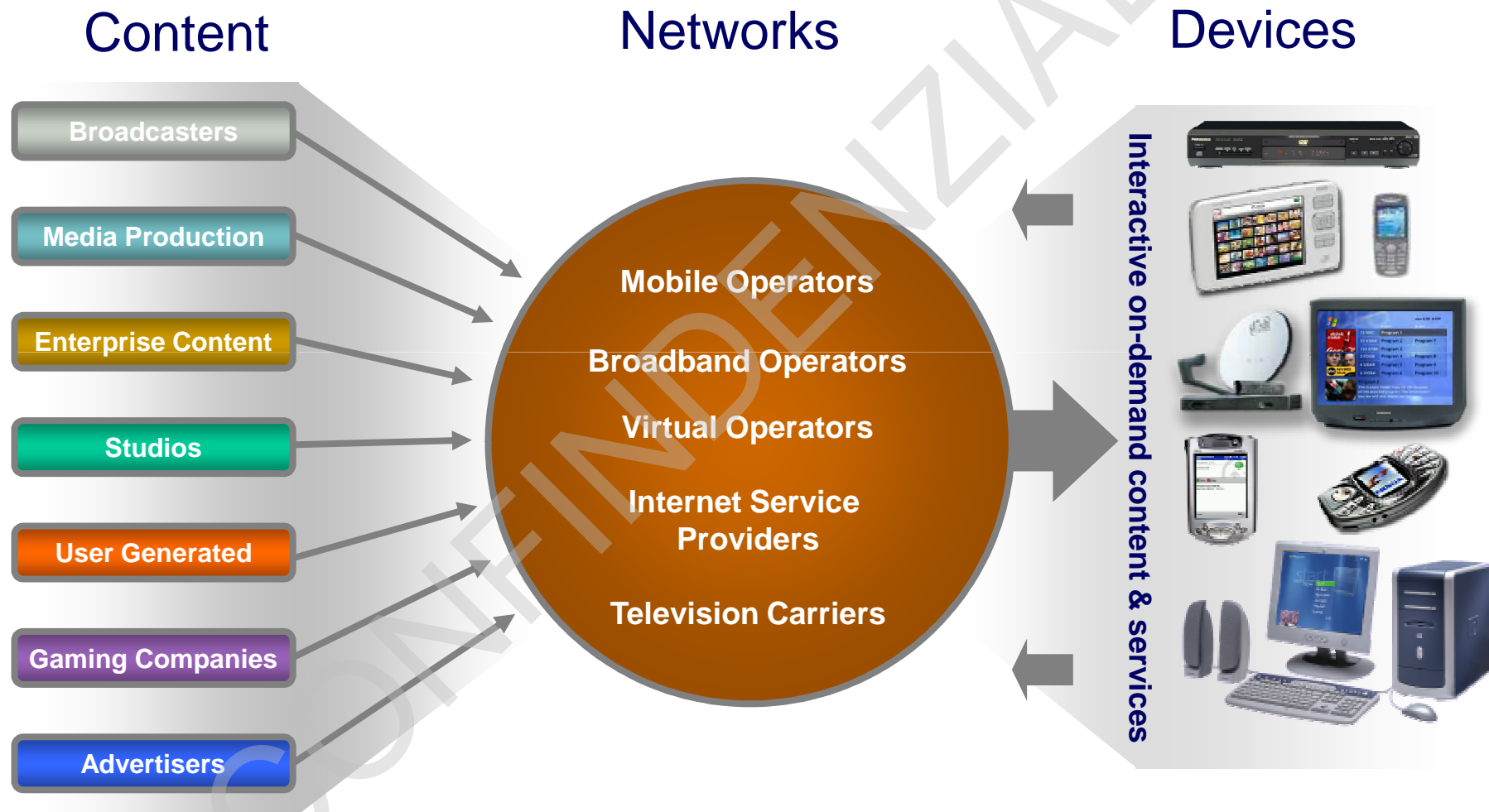
NTT
Hikari-TV surpassed 1 million subscribers in March 2010



Airtel
Over 119 million mobile and over 3 million fixed line customers. Foray into DTH and IPTV in India

Source: Frost & Sullivan.

Convergence and Digital Transformation are Dominating Today's Target Market For Digital Media



But the Market is Evolving, with Convergence Only a Starting Point



Agenda

Sample of Mega Trends in the ICT Sectors

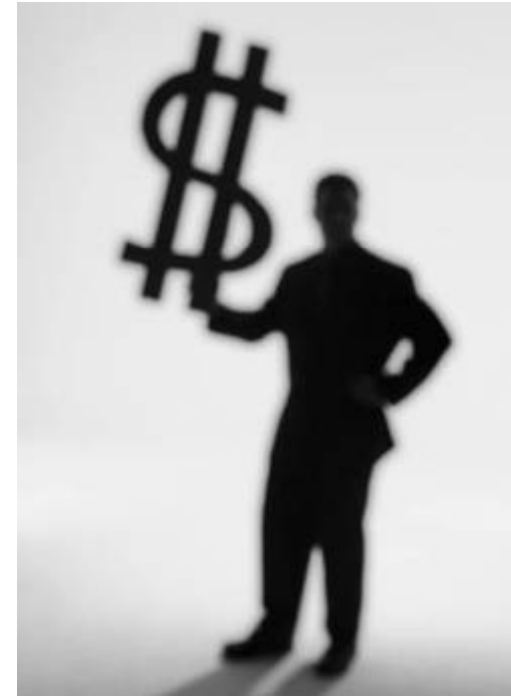
Sample of Mega Trends in the Healthcare Industry

Q&A Session, Contact Details

Imagine...

...A Bank managed by a Health Administrator

- The teller writes your transactions into a paper ledger
- You are told that you can get your money at only one branch because that's where your records are
- You can use your bank card only in bank machines at your own bank (if at all)
- Your balance is incorrect because the teller's handwriting is illegible
- You are told to wait for two hours while your money is sent by taxi from head office



Imagine...

...An Airline managed by a Health Administrator

- Each flight has its own booking agent that you can contact only by phone
- Connecting flights cannot be booked in advance – once you arrive at a stopover point, you wait until there is a seat available on a connecting flight
- No confirmed seating – you can be cancelled at any time before the flight
- Being handed a ticket that says **AC429 yyz-yeg dec10 Y 17:45 19:45** with no further explanation
- Told that you cannot have access to your flight itinerary without the pilot's permission



Imagine...

- **\$281 billion in annual purchases hand-written on slips of paper**

The EU27 prescription drug industry

- **15.7 million service events scheduled manually over the phone**

Annual appointment booking events in the UK

- **An industry that does not increase productivity**

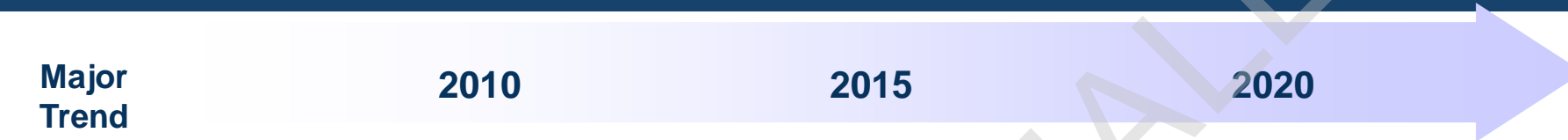
The healthcare industry in Europe – 9.0% of the economy

The healthcare industry in US – 16.2% of the economy

- **A service industry that injured 15.0% of its customers through preventable errors**

Hospital care in the developed world

Patients Become Healthcare Kings And Queens, Medical Communities Become Interconnected While Doctor-Patient Relationship Goes Virtual

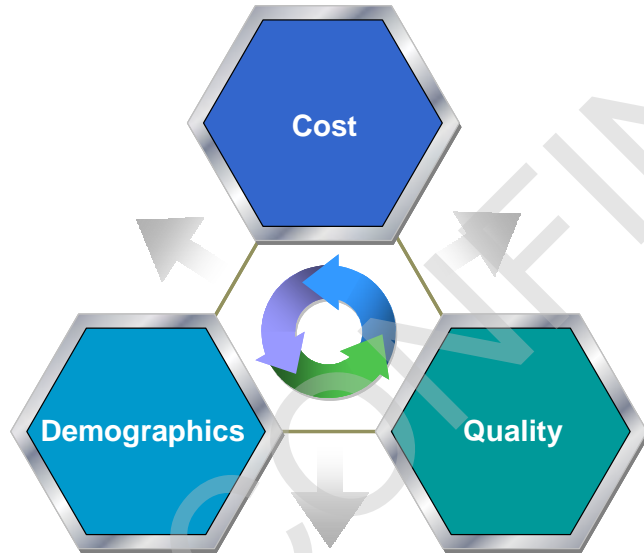


Major Trend	2010	2015	2020
1 Power Patient Generation	Patients gain access to health quality information	Patient centred care Baby Boomer retirement starts	Patients become healthcare Kings and Queens
2 Patients Become Customers	Consumerism holistic health and well being	One stop shop	Customised products Home services
3 Prevention Before Cure	Early treatment	Implementation of IT	Precise therapy becomes reality
4 Personalised Healthcare	Genetic testing Targeted clinical trials	Information based medicine Major diseases understood at molecular level	Wellness care Presymptomatic diagnostics & treatments
5 Healthcare Globe Trotters	Immediate Treatment abroad becomes an option	"medical tourism" crosses the US\$2 billion mark	Private companies invest in facilities and services abroad
6 Smarter Drugs		Non-invasive delivery	Drug cocktails will enhance productivity, memory, and physical performance
7 Hospitals Go Virtual	All departments/buildings within hospitals are connected	Medical communities (1 , 2 care) become interconnected	Regional/Country-wide connectivity
8 Innovation vs. Knowledge	War for medical talent	Baby Boomer retirement starts	Medical professionals keep up with knowledge growth
9 Devices Become Monitors	Disease management	Remote patient monitoring	Self-monitoring
10 CyberDocs	Virtual face to face doctor- patient relationship	Perform routine diagnostics with predictive precision	Cheaper care available to more people in need

Healthcare Is Challenged By Three Interlocking Crises That Make Present Healthcare Systems Unsustainable

❑ Healthcare is challenged by three interlocking crises that make present healthcare systems unsustainable:

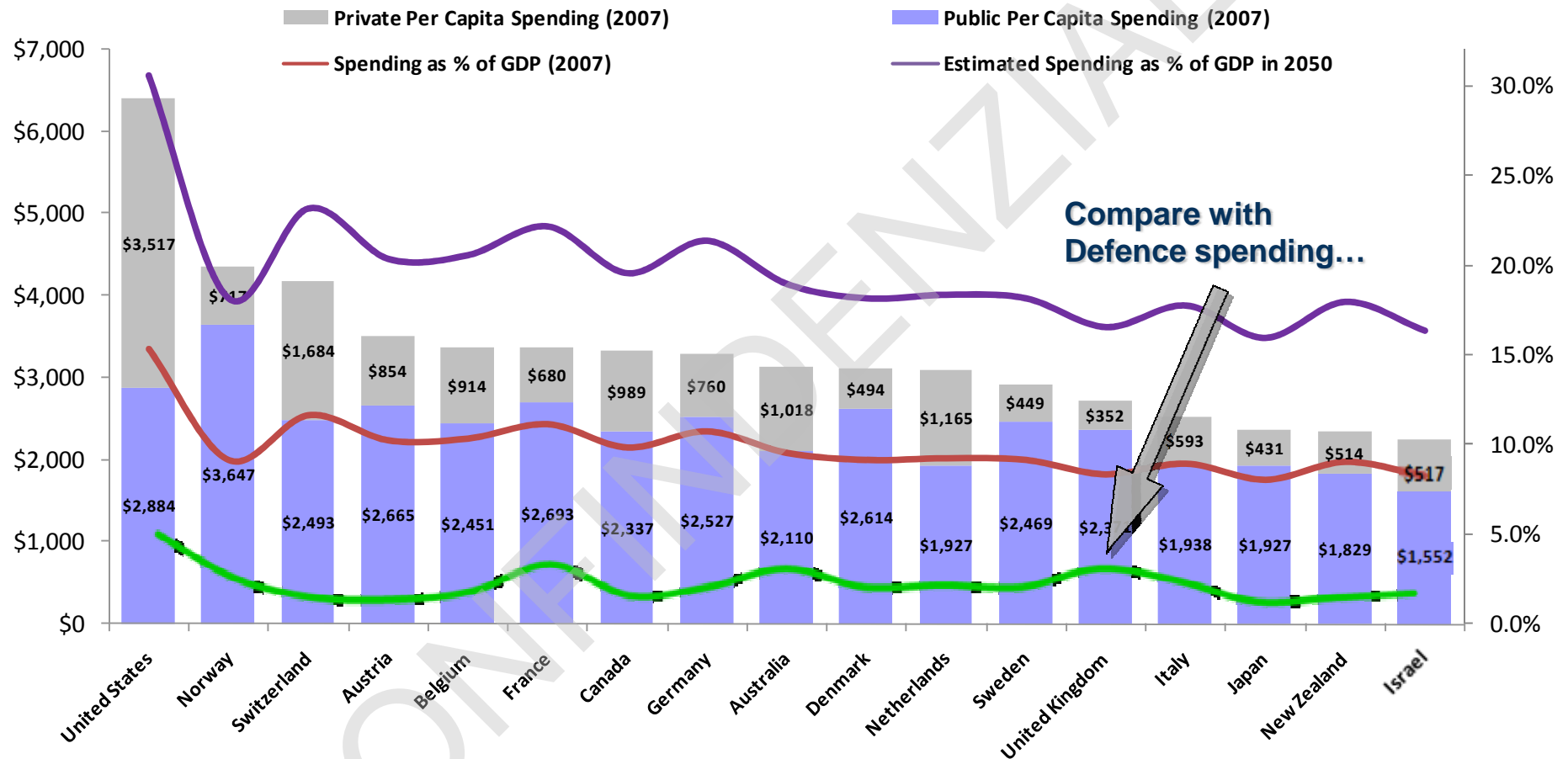
- ☑ **Rising costs**
- ☑ **Changing demographics**
- ☑ **Quality**



The Size of the Problem – Quality

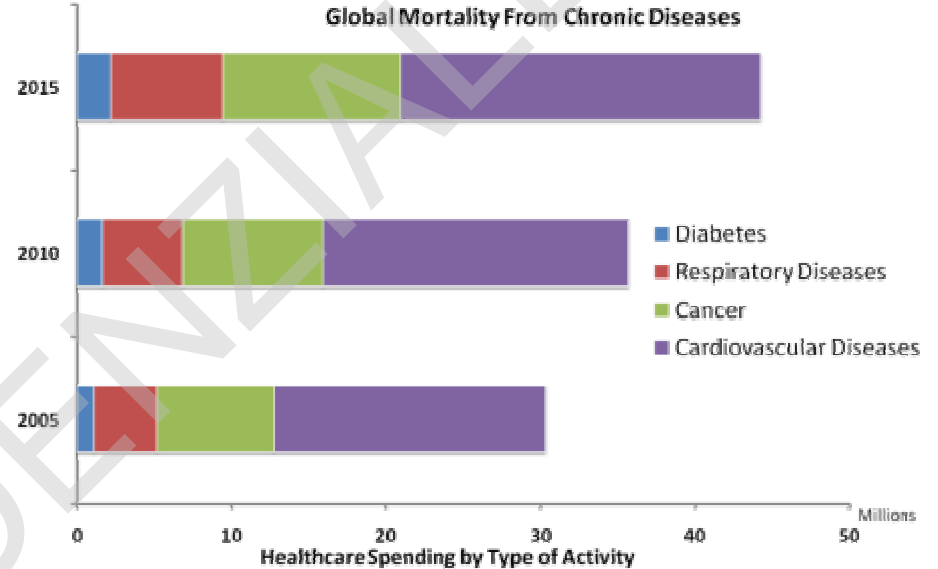
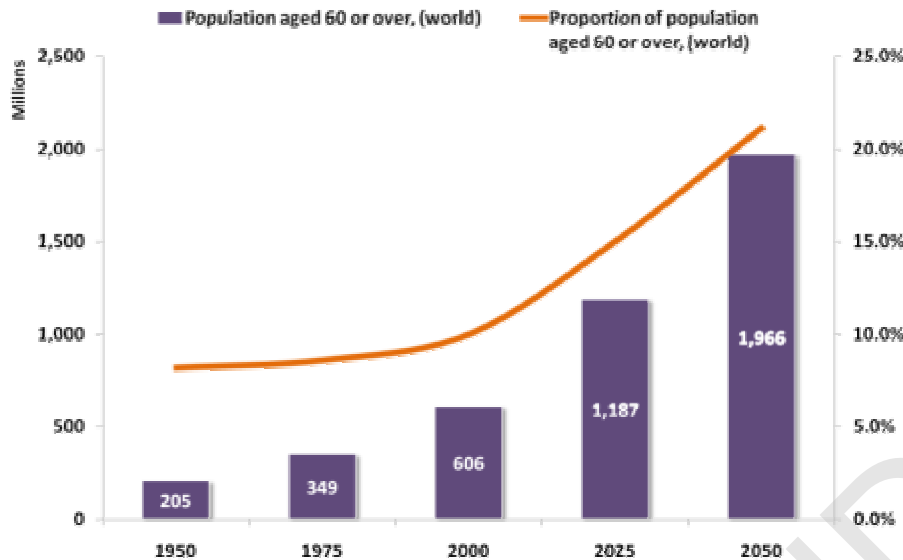
- ❑ **15%** of patients admitted to hospital suffer an adverse event.
- ❑ **8%** of adverse events result in death.
- ❑ **6%** of adverse events result in permanent disability.
- ❑ **10-20%** of all adverse events is caused by medication errors.
- ❑ **10-15%** of hospital admissions occur because providers do not have access to previous care records.
- ❑ **20%** of laboratory tests are requested because the results of previous investigations are not accessible.

If Current Trends Hold, By 2050 Health Care Spending Will Almost Double Claiming 20% – 30% Of GDP For Some Economies

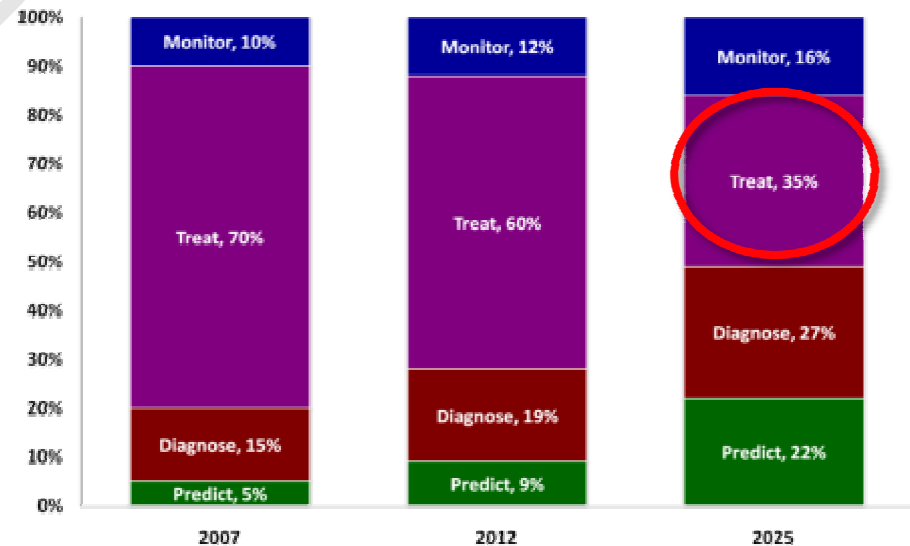


- ❑ In almost all countries worldwide, per capita healthcare spending is rising faster than per capita income.
- ❑ No country can spend an ever-rising share of its output on health care, indefinitely. Spending growth must eventually fall in line with growth in per capita income.

The Balance Between Young And Old Is Shifting. Ageing Related And Chronic Diseases, Are Becoming Significant. More People Living With Multiple Long Term Illness And Conditions



- ❑ In 2000, 10% (606 million) of the global population was aged 60+. By 2050 this will be more than 21% (2 billion).
- ❑ **People aged 60+ utilise 3-5 times more healthcare services than younger people.**
- ❑ 75% of people aged 60+ have one chronic condition, while 50% have two or more chronic conditions.
- ❑ **Chronic diseases account for more than 60% of all health care spending.**
- ❑ **Health economics dictate a shift in spending – away from treating and towards predicting, diagnosing and monitoring.**



Consumer Experiences In Other Markets Affecting Expectations From Healthcare

Greater variety of providers, products and services e.g. expensive health plans and alternative medicine services

Power patients have increased access to computers and information through multiple channels to seek and analyse health information

Retailing & Finance

- Customer service
- Comparison shopping
- Self-service
- Special offers

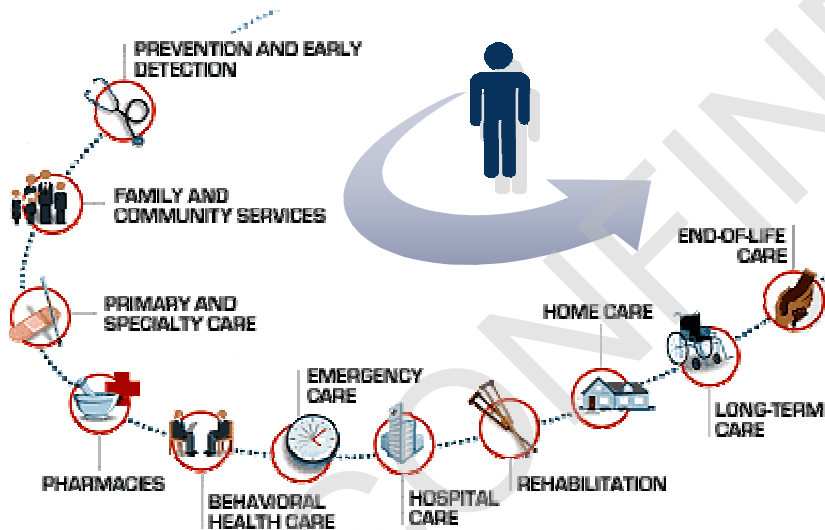
Manufacturing & Distribution

- Faster time to market
- One stop shop
- Anytime anywhere care
- Supply chain integration

Entertainment & Media

- Customised products
- Home services

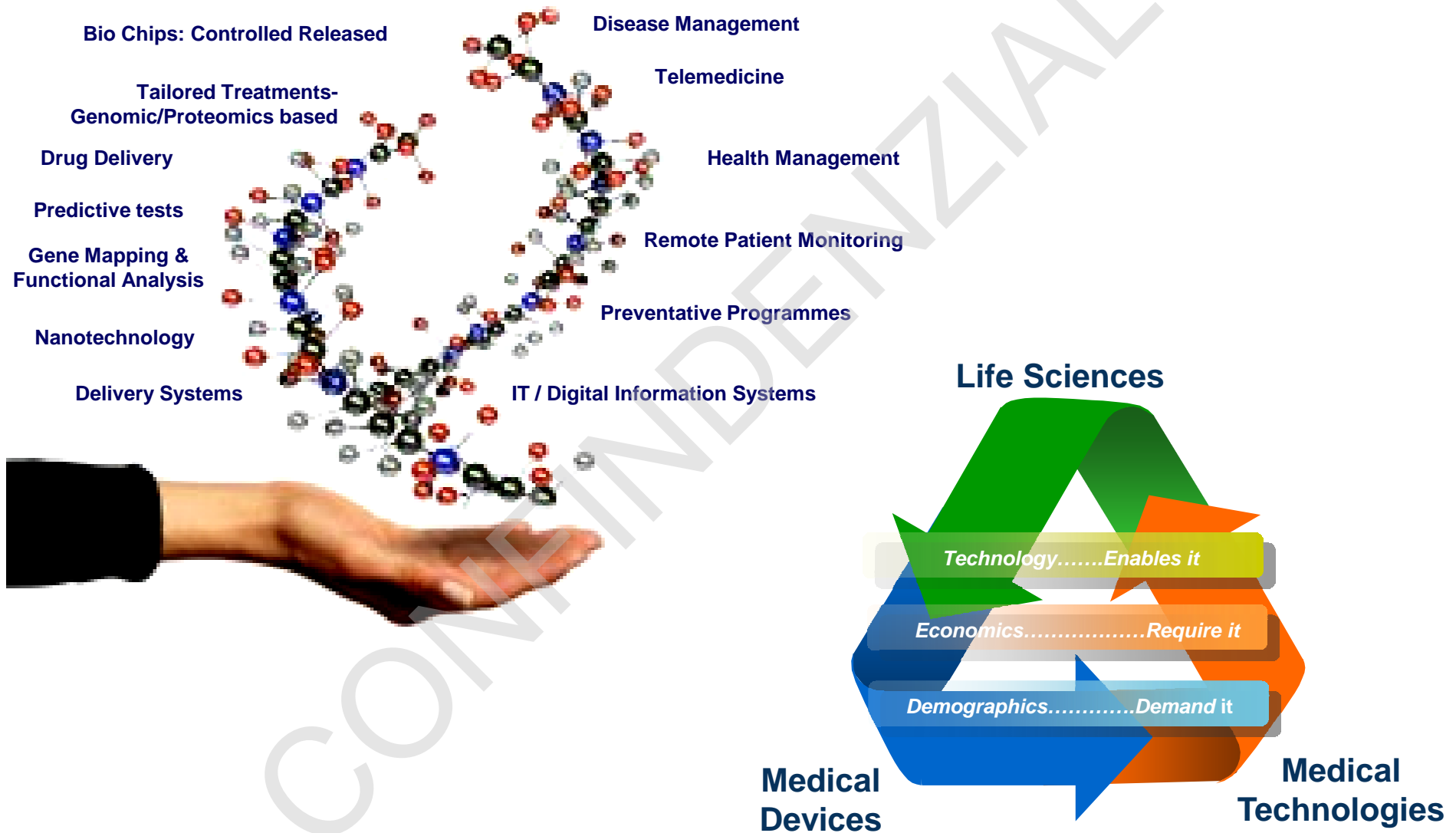
Healthcare



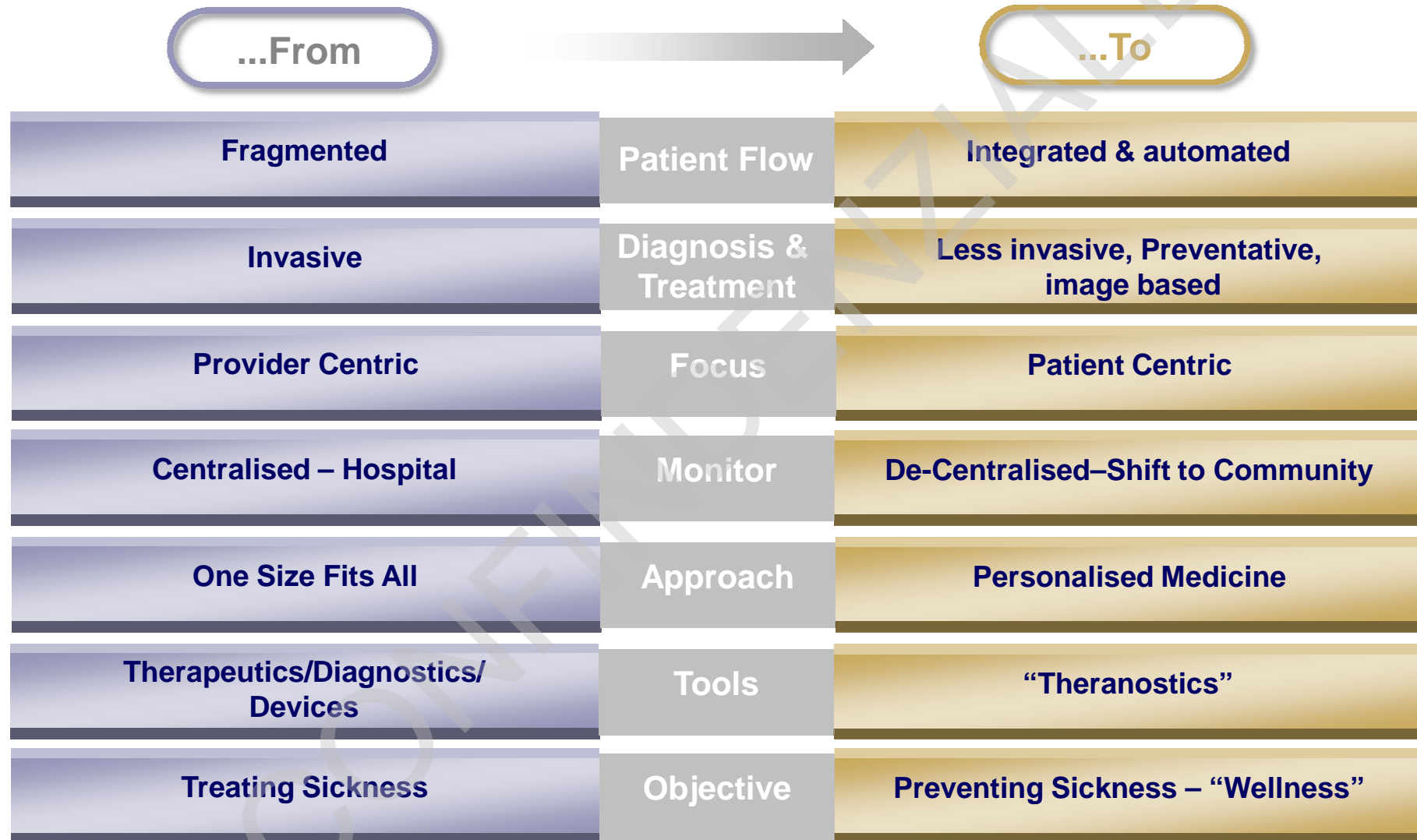
Health care that is customised to monitor, diagnose, educate, and intervene regardless of location or time-will be common.

Freedom to make own decisions

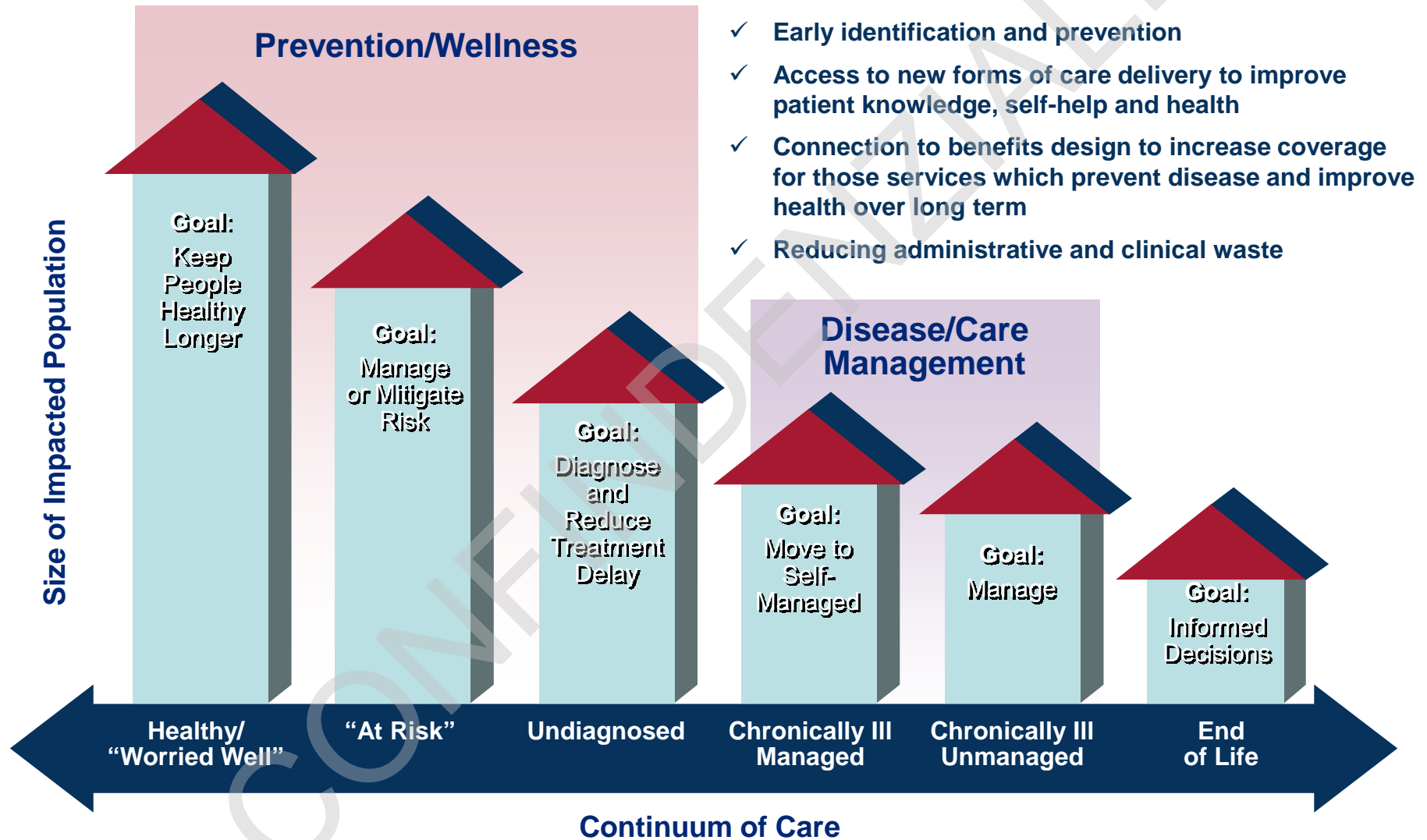
Convergence In Healthcare Enables Personalisation, Targeted Medicines, New Drug Delivery Mechanisms, Virtual Patient Monitoring Tools, Allowing A Preventative Approach To Healthcare



A Modern Healthcare System Is On The Horizon Demanding A Healthcare Paradigm Shift



Shifting the Health Focus of the System



Threats Arise From Unconventional Players Outside The Traditional Healthcare Boundary

Agriculture & Food Companies

Biotech is the changing face of agriculture. Biotech crops were planted in 18 countries in 2004. By 2010, it is projected that 15 million farmers will grow genetically modified crops on up to 375 million acres in 30 countries.

Chemical Companies

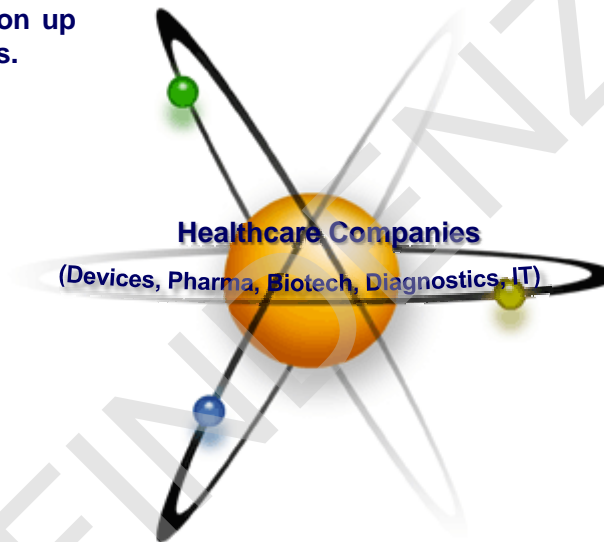
2007: Roche and Toyama Chemical enter licensing agreement to develop potential breakthrough drug to treat rheumatoid arthritis

Consumer Product Companies

2007 : SUPERMARKETS in the UK are increasingly becoming one-stop-shops for everything by branching out into healthcare, with everything from in-store pharmacies to blood tests, blood pressure checks and health checks on your lungs.

Employers & Government

2007 : Integrated Healthcare Management in the US has been launched as the systematic application of processes and shared information to optimise the coordination of benefits and care for the healthcare consumer

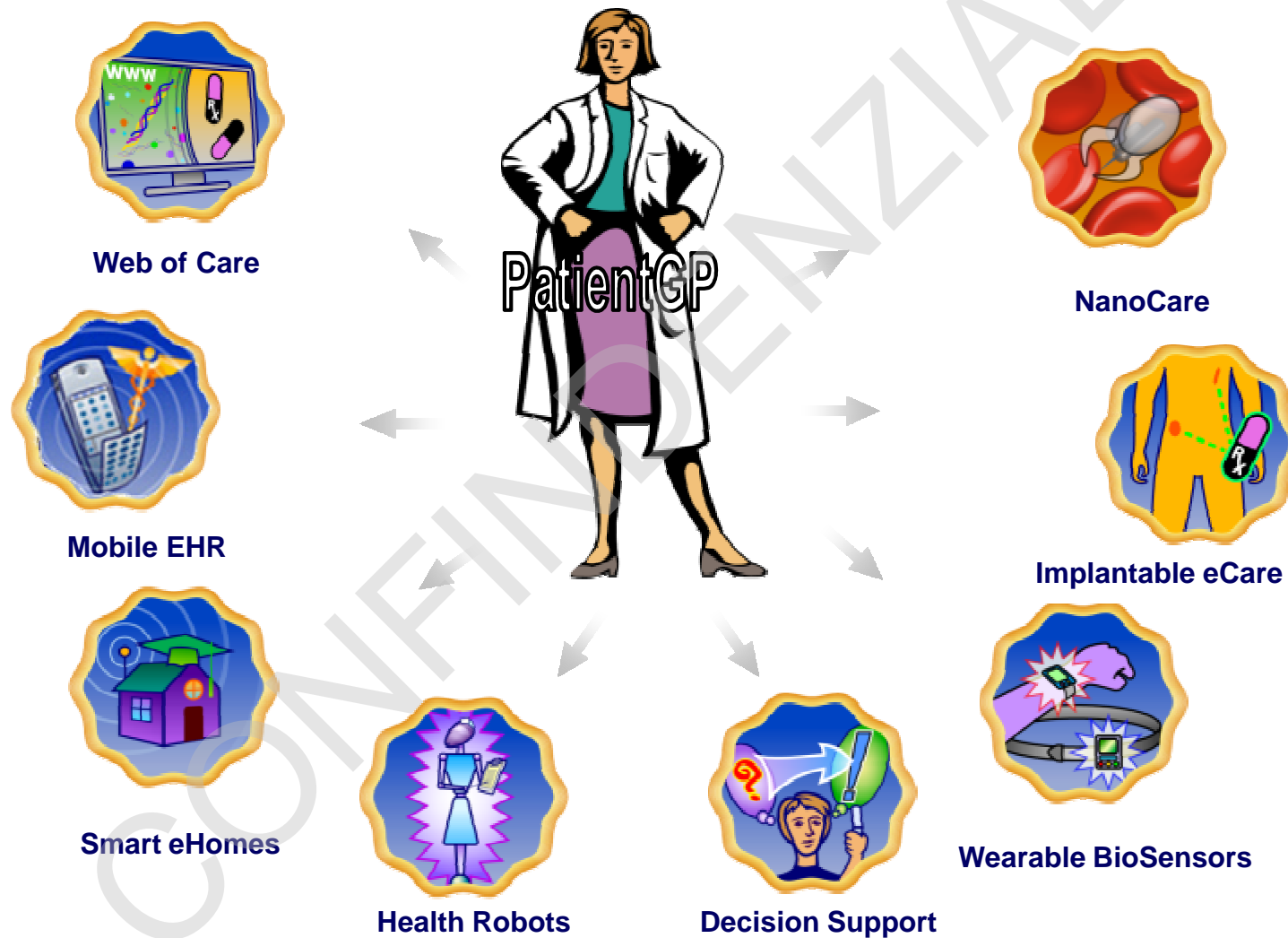


Telecommunication Companies

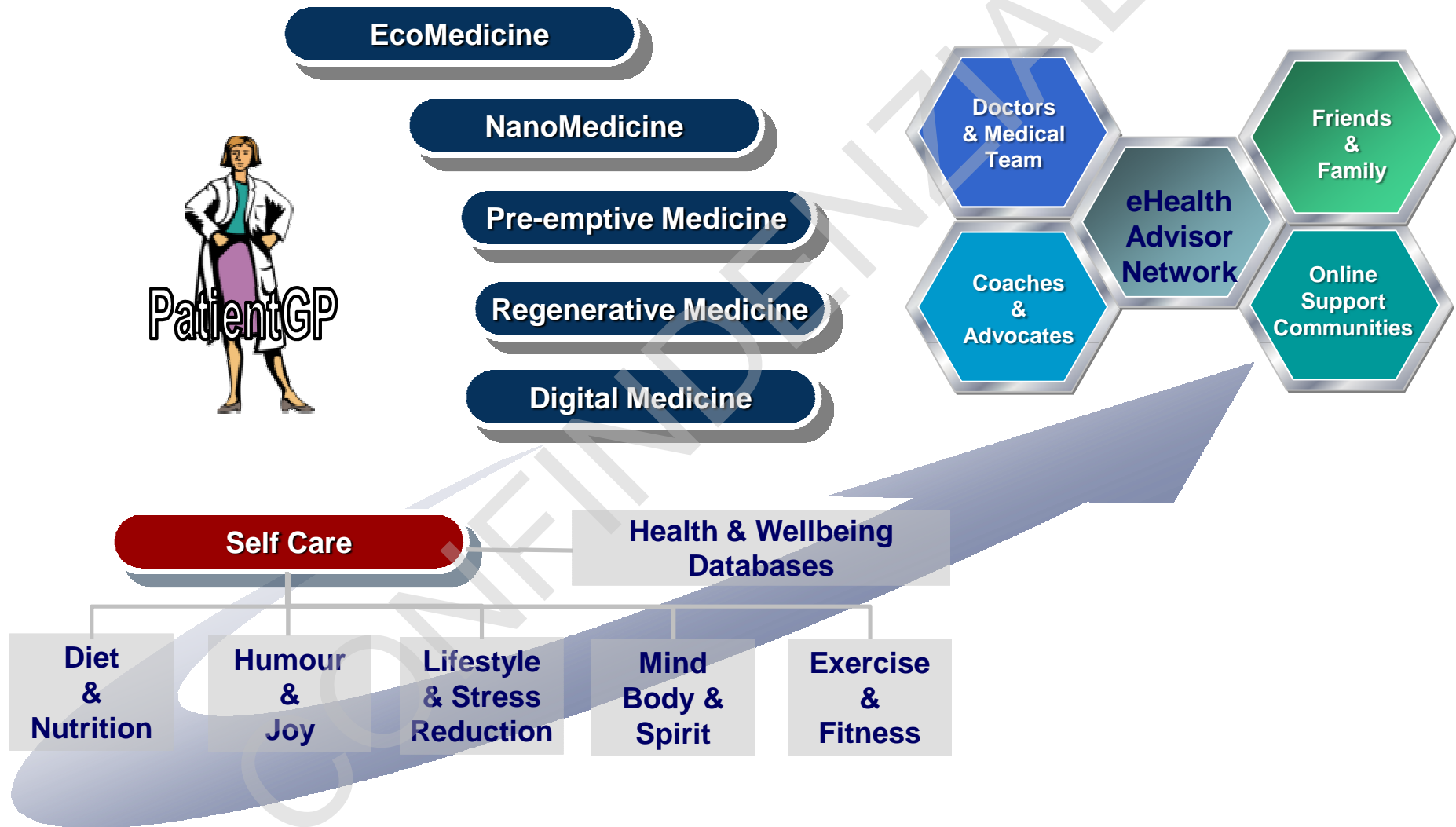
2008: Virgin Group launched a new healthcare network. The first of six "one-stop shops" clinics will offer extra NHS and private services including dentistry, screening, a pharmacy and complementary therapies alongside GP practices. Ultimately, offering wider options for patients.

2007 : Orange launches "Connected Hospital", its first e-healthcare offering designed to improve patient comfort and care quality

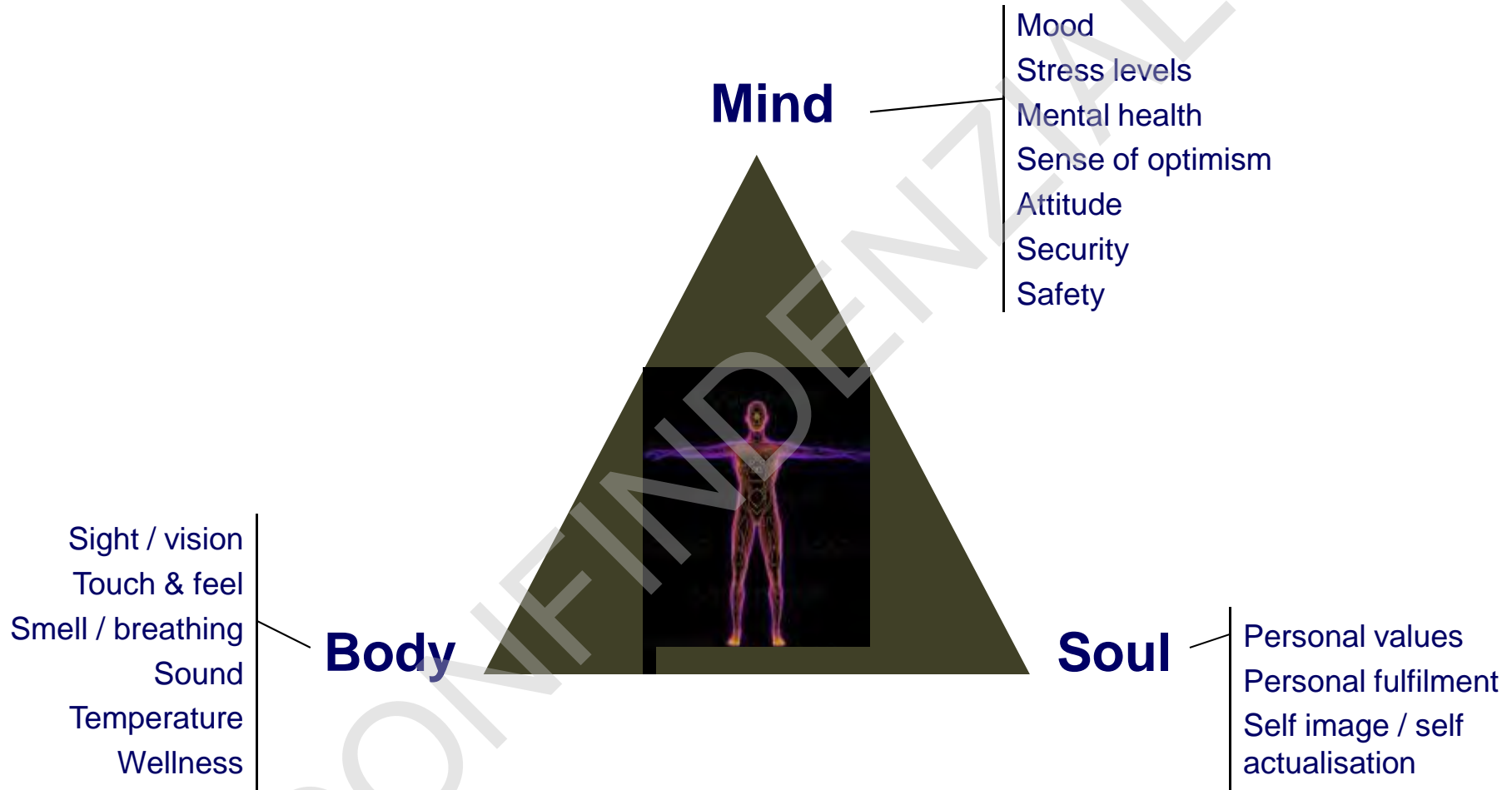
A Look At The Future: Patient Centric Health & Wellness Care



A Look At The Future: Patient Centric Health & Wellness Care

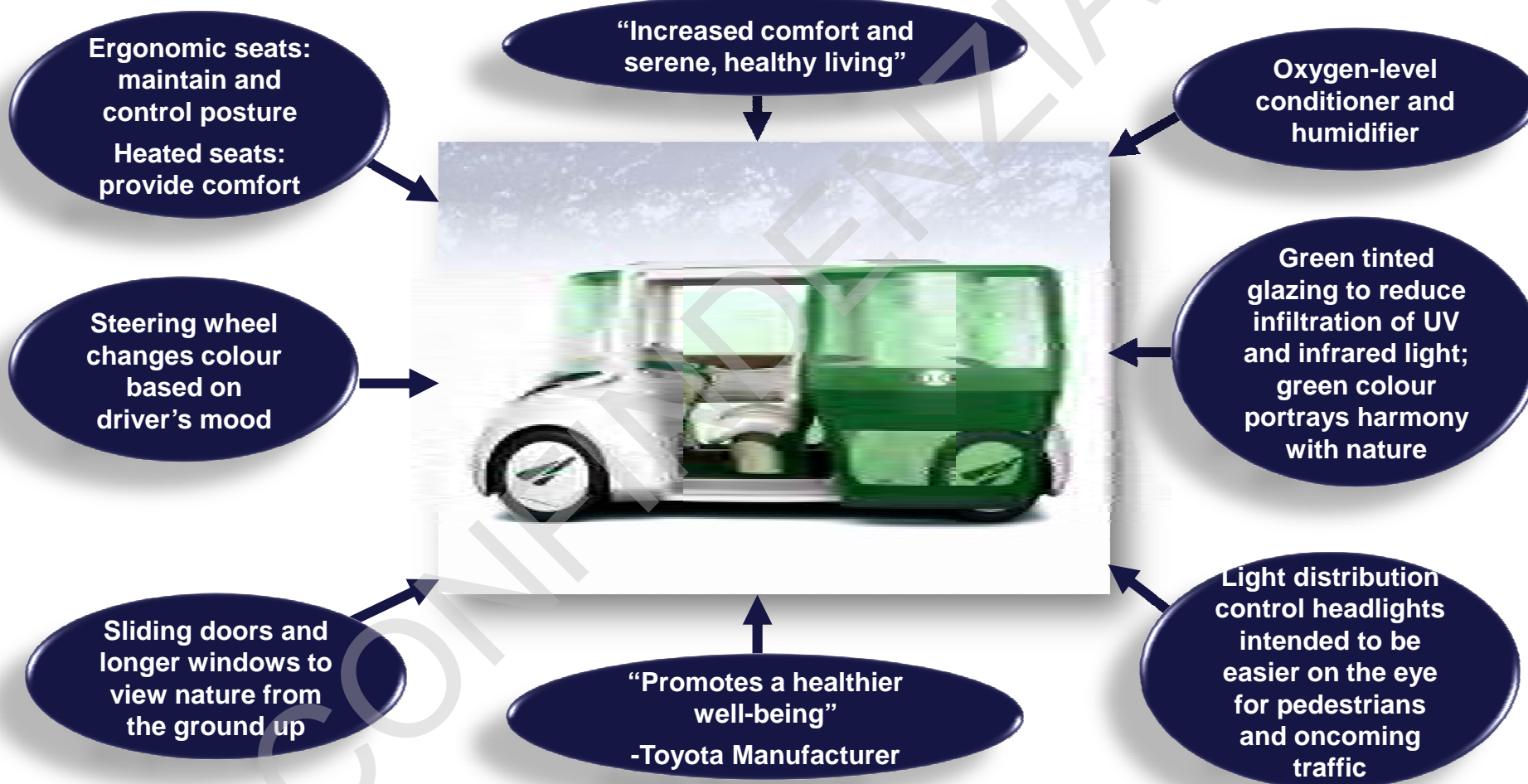


The 3 Cornerstones - The Body, Mind and Soul - Contribute to Humans Definition of Health, Wellness and Well Being



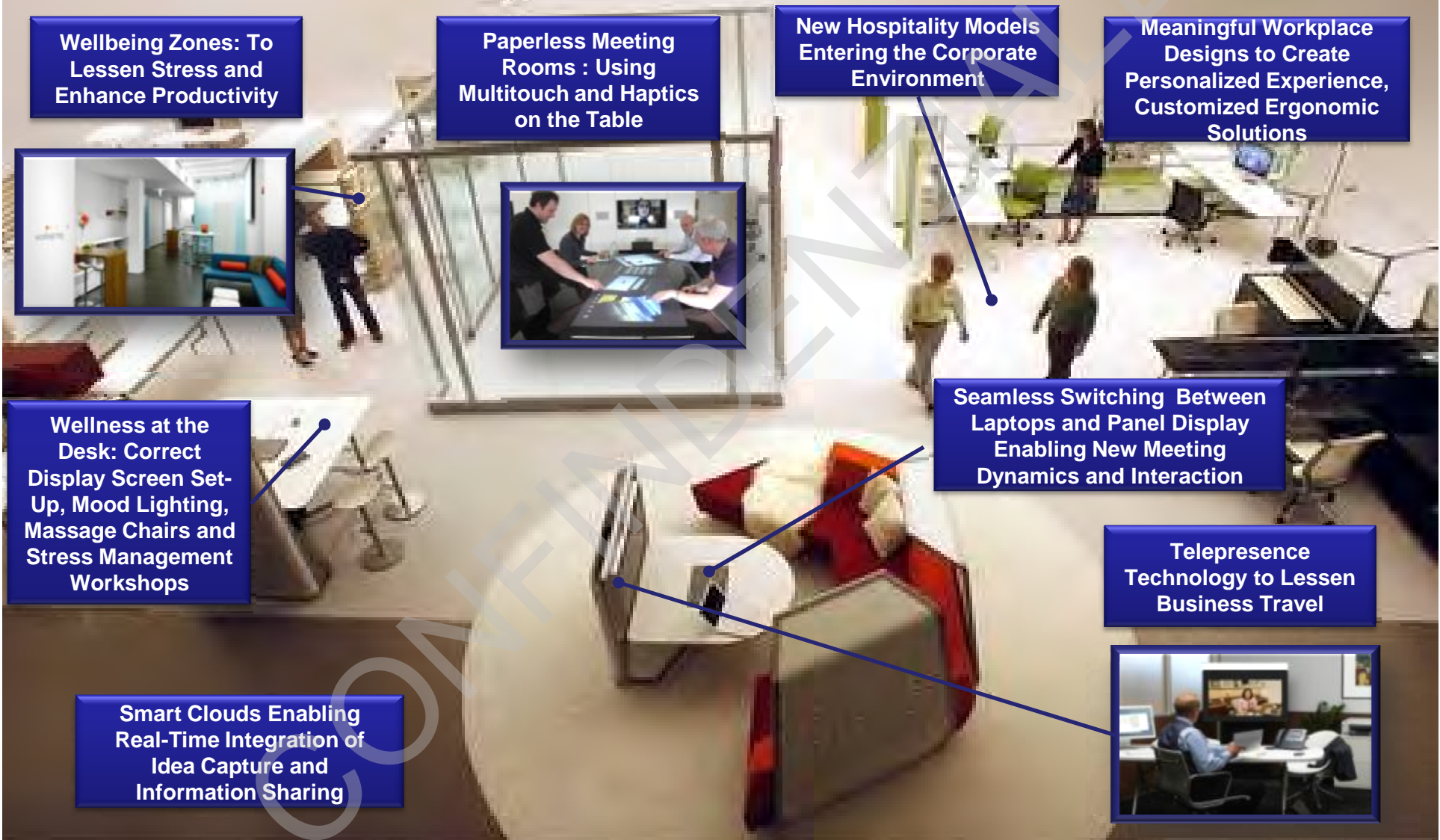
Is Health Wellness and Wellbeing In Cars A Myth Or A Reality?

At the Tokyo Auto Show running from October 26 to November 11, Toyota unveiled the 2007 RiN promoted as a Healthy Living vehicle designed to make its' driver feel at ease contributing to a healthier mental state and well being.



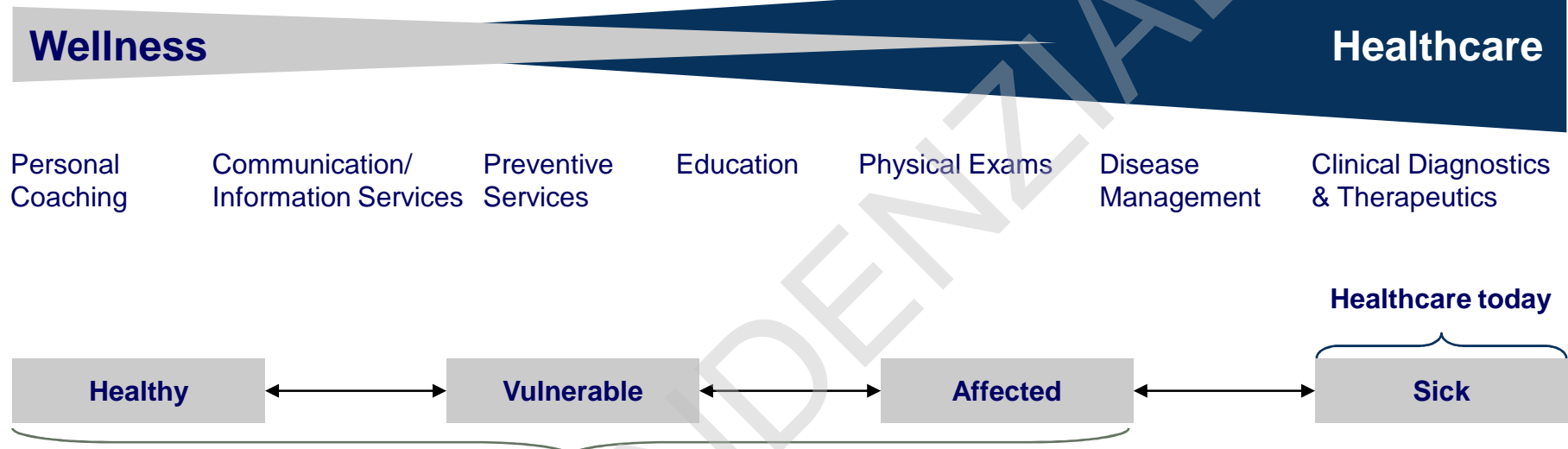
Workplace Wellbeing in the Future

Integration between Social Factors, Technology and Workplace Design To Create Meaningful and Productive Workplace Designs

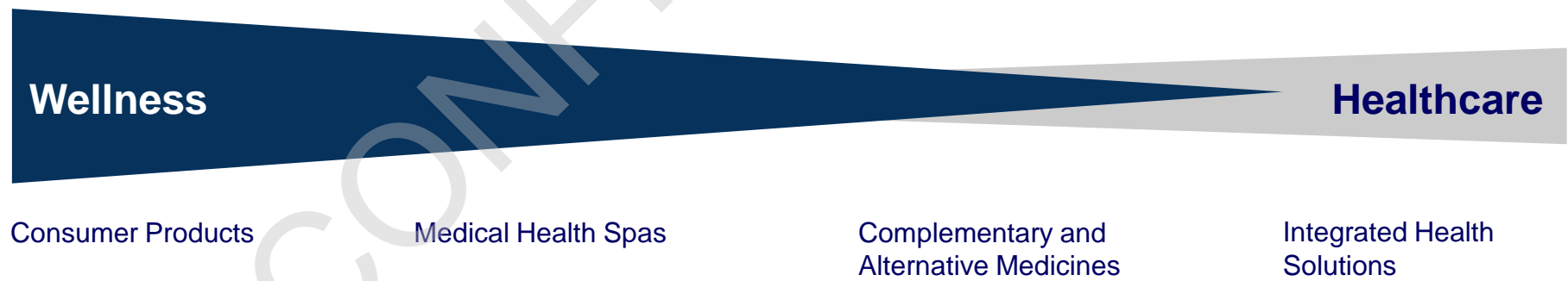


Wellness Is A Key Area For Increased Focus, And Is Driving A Shift From Remedial To Predictive & Preventative Care

Today's world



Future system



Agenda

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Sample of Mega Trends in the Healthcare Industry


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Contact Details

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**Thanks for your
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