

# A unique platform that provides first mile connectivity and last mile data access

teamply digital health platform offers

- MedTech specific, vertical domain expertise from a market access and connectivity perspective
- Access to relevant data
- Specific applications for that sector
- Experience on security and regulatory compliance requirements

Partners can focus their energies on developmental efforts of their core solution and value proposition.

## Top challenges for MedTech companies

MedTech companies have always had the difficult decision of where to spend their R&D dollars and time.

A balance needs to be achieved between prioritizing developing their core competencies and solutions or on their digital infrastructure and analytical capabilities.

Not all firms have the funds, skill sets, and infrastructure or partner ecosystem to drive digital transformation efforts.

Even visionary firms that embarked on digital transformation may not have experience setting up governance and compliance structures to use clinical data conforming to regulations.

There is a need to leverage partner ecosystem, collaborate, co-create, and share risk to advance capabilities.

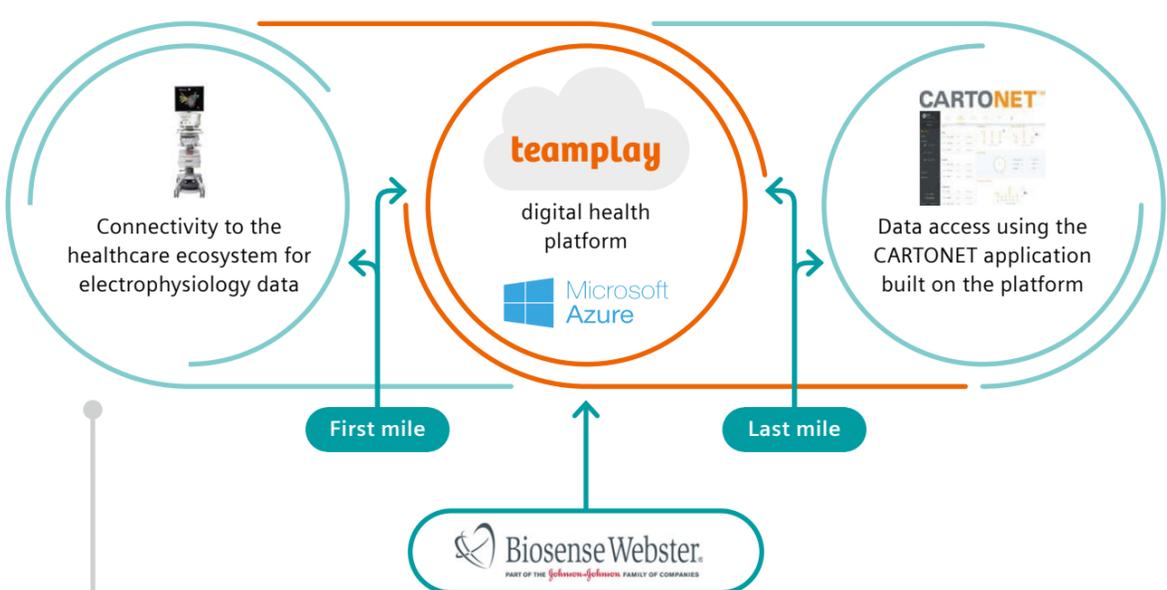
Building an own platform is relatively challenging for MedTech companies considering the time, effort and resources required to drive the process from their end.

*"The majority of MedTech companies have a strong product presence. However, what they also need is to transform to a sustainable service model. Co-opetition is gathering prominence in MedTech and pharma, and all stakeholders stand to only benefit from integration. PaaS will become very relevant in this context, thus positioning teamply digital health platform uniquely, with its domain-specific expertise and digital transformation capabilities."*

Dr. Thomas Friese, SVP Digital Platform, Siemens Healthineers

Biosense Webster, a market leader in electrophysiology equipment, decided to collaborate with Siemens Healthineers for a platform solution. Collaborating for platform capabilities has enabled Biosense Webster to effectively offer data access and analytics solutions to its customers, allowing them to derive outcomes from the vast amount data that they collect.

## CARTONET application from Biosense Webster enabled by teamply digital health platform



*"At Biosense Webster, the decision to add any new feature or products depends on customer needs. Nearly 2 petabytes of data is generated every year by our electrophysiology solution. We identified a gap in the amount of data being created and how it is made available (on-premise or remote), viewed, stored, and evaluated as most physicians are still storing data in multiple devices and locations. teamply digital health platform was the well-suited cloud-based solution for our customers because, as a MedTech company, Siemens Healthineers brings in clinical domain expertise, and their years of experience in building a platform was vital for this partnership. We find it easier to co-create and address complex challenges together with the flexibility and customizability that teamply digital health platform offers us."*

Dr. Liat Tsoref, Director R&D Collaborations and Acceleration, Biosense Webster