

Revolutionizing healthcare with the Galileu platform

How citizens of São Paulo gain
access to personalized care

siemens-healthineers.tld/ehealth





A platform that prioritizes patient engagement and proactive care

Using technology to build a healthcare model that focuses on lifetime value



“Healthcare should be more than just a series of transactions; it should also be a holistic journey towards wellness.”

Tiago Frigini,
Director of Technology, Galileu Health

About Galileu Health

In the ever-evolving landscape of healthcare, technology stands as a beacon of hope, promising to transform the way we access and experience medical services. At the forefront of this digital revolution is Galileu Health, a pioneering digital solutions company from São Paulo, Brazil, committed to reshaping healthcare delivery with innovation and excellence.

Founded on the principles of engagement, health promotion, and sustainability, Galileu Health harnesses the expertise of highly qualified healthcare and IT professionals to create a seamless healthcare journey for patients and providers alike. The company's portfolio of solutions, including personalized healthcare journeys, healthy living and chronic disease management, ambulatory care, urgent care, and telecardiology, reflects a commitment to improving operational efficiencies and enhancing the overall quality of care.

Central to Galileu Health's mission is the belief that healthcare should be more than just a series of transactions. As director of technology Tiago Frigini explains, it should also be a holistic journey towards wellness. In Brazil, as in many parts of the world, healthcare systems have long been structured around episodic care, focusing on transactions rather than outcomes. The result is often a fragmented and inefficient approach that fails to prioritize patient wellness or long-term sustainability. Galileu Health is spearheading a paradigm shift toward value-based care that focuses on promoting healthier lives and enabling a more sustainable healthcare future.

To realize this vision, Galileu Health partnered with Siemens Healthineers, tapping into the German company's expertise in connected care and digital interoperability. Together, they developed a solution that seamlessly integrates data and orchestrates all aspects of patient care. The collaboration has enabled Galileu Health to build processes that both improve patient engagement and streamline healthcare delivery for providers.



Based in São Paulo, Brazil

Galileu Health serves patients in the metropolitan area of São Paulo. In its first year, they have enabled continuous monitoring for 570,000 people in the area, achieving impressive results in the process.



The Galileu solution

Galileu Health's transformative approach centers on a solution called Galileu. It leverages the eHealth platform from Siemens Healthineers, which connects systems and processes to provide a continuous pathway for patients and healthcare teams.

Sergio Ricardo Santos, vice president of strategy and development, describes Galileu as "a revolutionary platform designed to transform healthcare delivery from a transactional model to one focused on lifetime value." By harnessing technology, artificial intelligence, and medical expertise, Galileu creates a seamless and personalized healthcare journey for each patient, prioritizing engagement and proactive care.

When designing the platform, Galileu Health focused on ensuring engagement in the healthcare journey from the outset. Galileu onboards patients, describing its services and explaining how to better connect and engage with the digital platform. Using a structured health risk assessment, Galileu then applies over 350 clinical protocols and more than 63,500 AI-generated rules to stratify and analyze each patient's risk level and disease profile. This information allows Galileu Health to put patients on the right healthcare journey — a care path that is tailored to their specific needs.

Through continuous dialogue and interaction via the digital platform, Galileu Health aims to expand the understanding of each patient's clinical status and demands, increasing patient engagement progressively. By closely monitoring patient signals and proactively addressing health risks, the platform enables more effective care delivery. This transformation from low to high engagement is crucial for improving patient outcomes and fostering a sense of trust and satisfaction. Since its implementation, Galileu has had a significant impact on healthcare delivery. By connecting patients with the appropriate services and proactively managing their health, the company has seen a dramatic reduction in catastrophic events, along with improved clinical outcomes and increased patient satisfaction.



"Galileu is a revolutionary platform designed to transform healthcare delivery from a transactional model to one focused on lifetime value."

Sergio Ricardo Santos,
Vice President of Strategy, Galileu Health



Through partnerships with organizations like Siemens Healthineers, we're driving positive change and making a tangible difference in the lives of patients and healthcare providers alike."

Marcio Alves,
CEO, Galileu Health

Results after 12 months

In its first year, Galileu has enabled continuous monitoring for 570,000 people in São Paulo, achieving impressive results in the process: It has saved 14,195 days of life in patients with acute myocardial infarction, and has potentially prevented 239 brain strokes in patients with atrial fibrillation. That reduction in brain strokes led to USD 9.4 million in savings for its' clients. After 1.5 million patient interactions and more than 600,000 telehealth consultations, patient satisfaction stands at 90 on the NPS scale.

Galileu also provided AI assisted reports for more than 525,000 exams in healthcare facilities, identifying 5,341 cases of myocardial infarction and 25,387 cases of atrial fibrillation. Approximately 8,885 cases of Brain Stroke were potentially avoided and 1,269 years of life were saved through this single activity.

When it comes to clinical outcomes, Galileu provided a 0.9p.p. reduction in HbA1c levels, on average, in monitored patients with diabetes; among patients with higher previous HbA1c levels in the beginning of Galileu's follow-up (HbA1c>7%) the benefit was even better: average 2.1p.p. reduction. In patients with systemic arterial hypertension, the number of hypertensive peaks was reduced by 88%.

Analyzing the total cost of care of patients under continuous follow-up in care paths, Galileu reduced the cost in chronic kidney disease patients undergoing dialysis by 30.7% and reduced the no-show rate (in dialytic sessions) by 44% in 6 months. In addition, Galileu reduced the emergency room visits by 41%, the hospital admissions by 35% and it also led to an 18% decrease in monthly costs.

The Galileu platform and its care paths are a revolutionary approach to patient care and management. By seamlessly connecting patients to tailored healthcare journeys and leveraging algorithms and artificial intelligence, Galileu is transforming the way healthcare is both delivered and experienced.



570,000

people continuously monitored in the São Paulo metropolitan area



14,195

days of life saved in patients with acute myocardial infarction



1.5m

patient interactions in the first year



600,000

telehealth consultations in the first year



30.7%

cost reduction in chronic kidney disease patients undergoing dialysis



44%

no-show rate reduction in dialytic session in 6 months



41%

reduction of emergency room visits



35%

decrease in hospital admissions



18%

decrease in monthly costs

Let's take a closer look at how Galileu is reshaping the healthcare landscape and improving patient outcomes:

Personalized care paths:

Galileu connects patients to the most suitable care path based on their specific needs and conditions—identified during an AI-supported health risk analysis and also based on information captured from the interoperation with electronic medical records. For example, a diabetic patient would be connected to a diabetes-focused path, which will provide personalized care and support tailored to their condition.

Continuous engagement & support:

Through the Galileu platform, patients receive round-the-clock support and guidance, both digitally and from healthcare professionals in telehealth approaches. Patients also receive weekly educational interventions tailored according to their needs. This continuous engagement increases patient satisfaction and adherence to treatment plans, ultimately leading to better healthcare outcomes.

Optimized resource allocation:

By leveraging algorithms and AI, Galileu connects patients to the most appropriate services and interventions based on the complexity of their needs. Telehealth services provided include Primary Care professionals that give support to the majority of patients' demands and, when necessary, connect to physicians from a large scope of medical specialties. Optimizing resource allocation like this makes healthcare delivery more efficient and cost-effective.

High engagement:

High engagement: Galileu facilitates the transition from low to high patient engagement by providing proactive and increasingly personalized care. Patients move from being passive recipients of care to active participants in their health management, leading to better outcomes and satisfaction.

Prediction and prevention:

One of the key strengths of Galileu is its ability to predict and prevent healthcare issues before they occur. By continuously monitoring patient data and identifying risks, Galileu enables proactive interventions that can prevent catastrophic events and improve overall health outcomes.

Quantifiable impact:

The impact of Galileu's approach is quantifiable and significant: In São Paulo, Galileu has saved thousands of lives and has dramatically improved healthcare outcomes. Through continuous monitoring, risk prediction, and proactive interventions, Galileu is driving positive change in healthcare delivery.

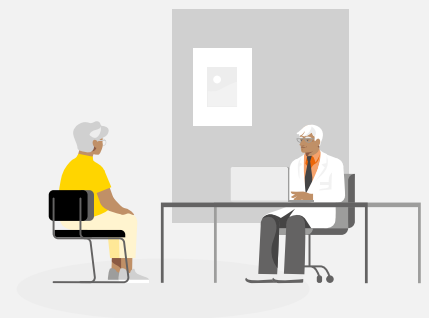
Collaboration and integration:

Galileu fosters collaboration and integration across the healthcare ecosystem. By connecting patients to a network of healthcare professionals, community agents, and public facilities, the platform enables seamless coordination of care and support. For example, Galileu provides AI assisted reports for specific exams (such as electrocardiograms) in healthcare facilities, connecting to medical records and collaborating with professionals in the point of care to provide the best clinical approaches for every patient.

Financial sustainability:

Galileu's approach not only improves patient outcomes but also makes the healthcare system more financially sustainable. By reducing avoidable costs such as hospital admissions and unnecessary procedures, Galileu helps to optimize healthcare spending and improve overall system efficiency.

In conclusion, the Galileu platform and its care paths are driving a paradigm shift in healthcare delivery. By harnessing technology, data, and collaboration, they are improving patient outcomes and fueling system-wide change.



Looking ahead

Marcio Alves, CEO of Galileu Health, is very optimistic about the future: “As we continue to refine and expand Galileu by leveraging technology, data, and innovation, we can create a more patient-centered, sustainable, and effective healthcare system.” He also notes the value of collaborating at a company level: “Through partnerships with organizations like Siemens Healthineers, we’re driving positive change and making a tangible difference in the lives of patients and healthcare providers alike.”

With the Galileu platform, Galileu Health is pioneering a new era of healthcare delivery—one that prioritizes engagement, promotes health, and delivers sustainability for all citizens of São Paulo. But, as Alves explains, the project is about more than the (already ambitious) goal of revolutionizing access to quality care: “It is about reimagining the entire healthcare process from start to finish. Through the power of digitalization, Galileu Health has unlocked a future where efficiency, empathy, and excellence go hand in hand.”



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In this project, Siemens Healthineers' solution focuses exclusively on delivering digital interoperability, utilizing standardized interfaces.

Siemens Healthineers Headquarters

Siemens Healthineers AG
Siemensstr. 3
91301 Forchheim, Germany
Phone: +49 9191 18-0
[siemens-healthineers.com](https://www.siemens-healthineers.com)