



# InterComponentWare AG

## eHealth Solutions with Potential

Would you like to know more?

Tel.: +49 (0) 62 27 385 100 | [info@icw-global.com](mailto:info@icw-global.com)

InterComponentWare AG | Altrottstraße 31 | 69190 Walldorf (Baden) | Germany

Tel.: +49 (0) 62 27 385 100 | Fax: +49 (0) 62 27 385 199

[www.icw-global.com](http://www.icw-global.com)

November 2011  
HEALTH-CARE-COM GmbH, Frankfurt/Main

connect.

manage.

personalize.

# Health Technologies

## Welcome to ICW – Your eHealth Partner

➔ Changing demographics, an increase in the number of chronically ill patients and the advances in technology have brought healthcare systems to the limits of their performance. The key to sustainable healthcare lies in coordinating care delivery processes. Together with its partners, ICW strives to efficiently provide the needed IT-supported processes for providing the best possible level of care and at the highest possible level of cost efficiency:

■ Networking solutions from ICW ensure that care providers in hospitals and medical practices have access to the medical data of patients for whose treatment they are jointly responsible. Top-level patient identification and a professional authorization management ensure that structured medical data and documents can be used without any possibility for misidentification. ➔ [connect](#)

■ Health information management makes it possible to identify the right populations for managed care scenarios and to define specific programs for delivering care. Solutions from ICW provide powerful analytical tools and the workflow-based ICW Care Manager to support the identification of target populations and the delivery of care based on evidence-based guidelines. ➔ [manage](#)

■ Directly and actively engaging patients promotes better prevention and care delivery processes. The management of patient consent and giving patient access to their own medical data ensures transparency in the handling of sensitive data. Patients assist in supplying health-related information – through web-based or mobile applications - that can flow directly into the process of care delivery. ➔ [personalize](#)

At the center of our solutions is the ICW eHealth Platform: a secure, reliable and robust infrastructure for the fast and flexible development of healthcare technology solutions. Open and modular, it provides for the fast integration of solutions into existing landscapes and for incremental expansion to meet growing requirements. Strict adherence to international eHealth standards like HL7 and IHE guarantee that ICW eHealth solutions will be highly compatible with future health IT solutions.

For many years ICW has relied on successful alliances with partners and customers such as GE Healthcare IT and Roche Diabetes Care. ICW's goal is to enhance its partnerships to provide the best possible eHealth solutions – for your needs today and for your challenges of tomorrow ■

■ PETER J. KIRSCHBAUER

ICW CEO





ISIS (Intersectoral Information System) has two main purposes: making access to treatment-specific information of mutual patients easier, and incorporating patients more actively. We found an ideal partner in ICW to help us achieve these goals.”

■ **PROF. DR. BJÖRN BERGH**

Director Center for Information and Medical Technology,  
University Hospital Heidelberg

# connect.

## Secure access to structured information

➔ A seamless flow of medical information is the centerpiece of modern, integrated healthcare – whether in hospitals, medical networks, hospital groups or managed care scenarios. Achieving this is made difficult without structured IT-assisted data logistics capable of providing access to information drawn from different systems. Solutions from ICW can aggregate your data reliably to give access to structured information and make it useful for digital care management. ICW Master Patient Index (ICW MPI) ensures that patients can be uniquely identified across the boundaries between different systems. ICW Professional Exchange Server (ICW PXS) helps to gather documents into a single, common virtual medical record – regardless of whether the data are held centrally or in different systems ■

- *Uniform view of all relevant patient-related information*
- *Data consistency through synchronization and consolidation*
- *Secure interfacility communication*

## Products

- ICW Master Patient Index
- ICW Professional Exchange Server

## Projects and Referencies

- *Hirslanden Private Hospital Group* ■ *Canton St. Gallen*
- *Heidelberg University Hospital* ■ *Southern Tier HealthLink, New York*
- *HP (Texas MEHIS)*

# manage.

## Professional analytics for optimal management

→ Once patient data from different systems is available, the next step is to analyze it for transformation into concrete care delivery scenarios, and to efficiently and proactively manage the delivery of care within an institution or network. You want to identify patients with specific characteristics? You want to define a standard care delivery path for a certain risk population – from enrollment in specific care programs through the actual care management to evaluation and continuous program improvement? You would like to aggregate and analyze data for cross-facility quality management or to be ready for your next negotiations with payers? Professional tools like ICW Care Manager and analytical tools from ICW help you to "get your data together" to derive the maximum benefit ■

- *Protect your quality of care delivery across sector boundaries through IT-assisted workflow management*
- *Identify high-risk groups*
- *Individualized, interdisciplinary care programs across sector boundaries*
- *Continuous improvement of care management through results analysis*



Our solutions for emerging forms of care open up room for innovation and unleash business opportunities both for suppliers of source systems and managed care organizations, health insurance funds and health services providers.

■ **PETER J. KIRSCHBAUER**  
CEO InterComponentWare AG

### Product

■ ICW Care Manager





We are glad we chose ICW. The combined competencies of our two companies will enable us to apply web-based technologies effectively and to achieve real progress at the interface between patients and health professionals.

■ **SCOTT BAXTER**

Vice President Global Program Management  
Electrochemical BGM Systems,  
Roche Diagnostics Operations, Inc.

# personalize.

## Many options for engaging the empowered patient

→ It is becoming increasingly important to engage individuals with chronic illnesses directly in the care management process. Special preventive health programs are often more effective with electronic outreach to specific audiences - whether by classic internet applications, over social media, or over applications for mobile devices. With its many years of experience in the area of medical patient interfaces, ICW is the partner of choice for all patient-centric eHealth scenarios. Whether you are a provider of care services, or a life sciences business seeking to market a healthcare product or service, as an ICW customer you will have access to the entire spectrum of secure, direct communication options; from journal applications to date planners, emergency datasets or applications that provide reminders or alerts ■

- *Improved customer loyalty through personalized patient portals offering relevant health information*
- *Optimized administrative processes through secure and active information sharing*
- *Improved therapy compliance through the use of modern communications channels*
- *Foundation for the development of innovative business models through the aggregation of personal and institutional health data*

## Examples of use

- Mobile Apps
- Patient Portals

## Projects and Referencies

- Roche Diabetes Care ■ Heidelberg University Hospital
- Public healthcare funds (AOK, BARMER GEK)

# The ICW eHealth Platform

- Quickly develop modern eHealth solutions with ready-to-use building blocks
- Out-of-the-box HL7 and IHE interoperability
- Open architecture through comprehensive interface design
- Grows along with your needs
- Innovative technology

## Tailored Health Information Management

→ With applications that provide seamless data exchange ("connect"), healthcare analytics and delivery management ("manage") and patient engagement ("personalize"), ICW offers solutions that can be tailored to meet any concrete requirement in the field of electronically networked patient care. Our products are built upon a common foundation: the ICW eHealth Platform. This means that ICW applications can be utilized alone and independently of each other. But they also fit together seamlessly as a multilayered, total solution. Thanks to their many interfaces, ICW applications fit easily into existing IT landscapes.

This offers numerous benefits: You can react to today's urgent requirements fast and cost-effectively. At the same time, you lay the foundations for your own sustainable, long-term eHealth strategy to provide for the flexibility you need to react to unforeseeable future challenges. You can also start today with a simple application that you can expand successively and safely into a comprehensive and highly specialized solution.

Whether you want to build a portal, a cross-facility record or a collaborative platform, the ICW eHealth Platform gives you all the basic functions you need. Each application is ready-to-use, but also easy to customize with minimal effort using a powerful tool kit consisting of fully developed components. The Platform is also highly sustainable because it adheres strictly to international standards like HL7 and IHE. Open interfaces make it easy to integrate 3rd-party systems, giving you optimal freedom and flexibility to continuously grow your IT landscape ■

## Projects and Referencies

- GE Healthcare ■ HP (Texas MEHIS)
- Roche Diabetes Care ■ German Football Association (DFB)



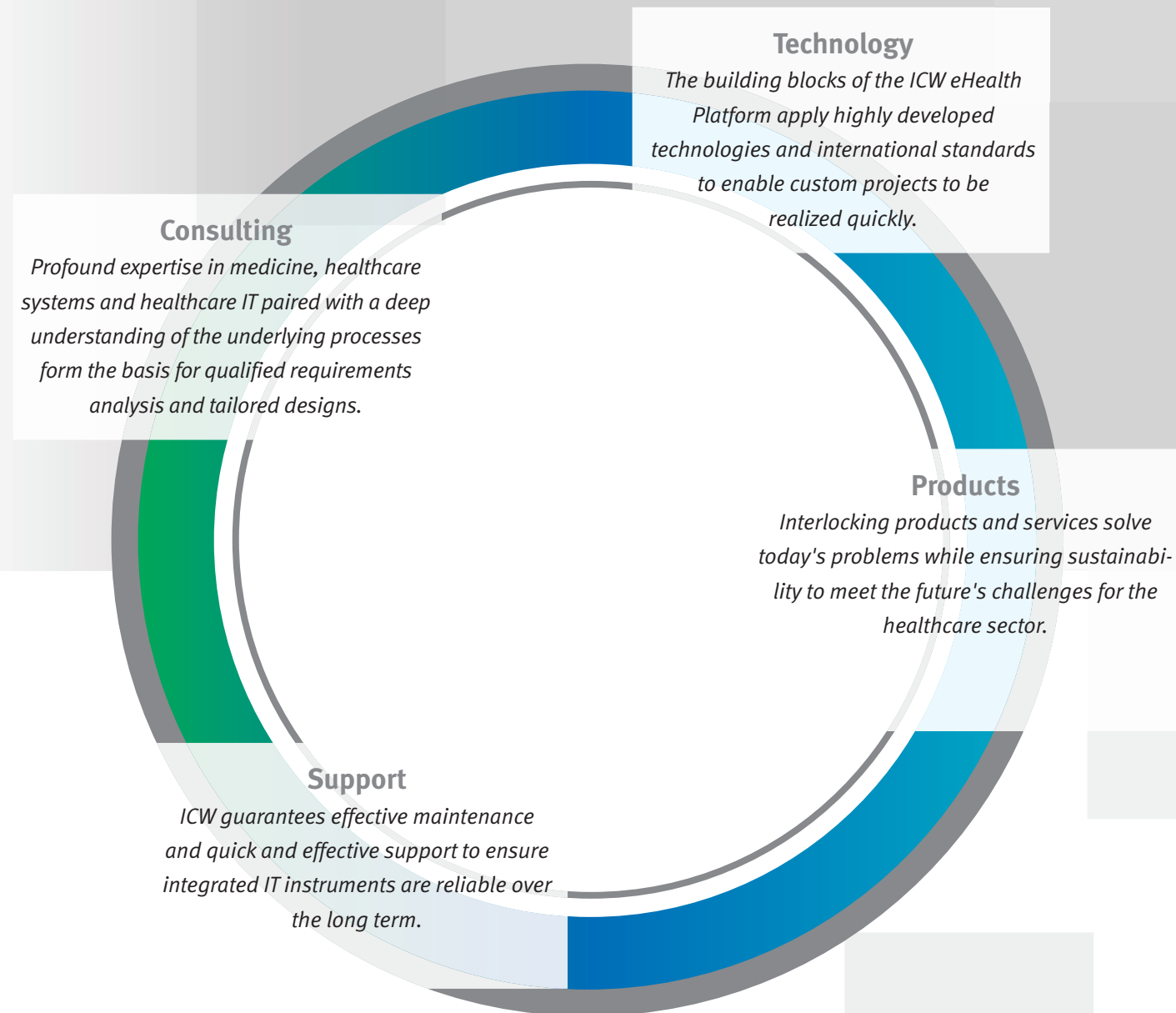
I was excited about our database right from the start. It allows us to collect game observations, special video analyses, performance diagnostics results and player master data. The analyses are so flexible that I really enjoy working with it.

■ HANSI FLICK

Assistant Coach of the German National Soccer Team

# Our Services

State-of-the-Art Technologies and Much, Much More



# Competencies

## Experience and Dedication in the Interests of our Customers

- ➔ People at ICW are characterized by their profound knowledge of medicine, healthcare delivery and healthcare IT. They understand the complex processes of different healthcare systems.
- ➔ This enables ICW to rely on a wide spectrum of experience. Some examples: patient-managed health records, healthcare telematics over connector boxes, and online management for selective healthcare contract plans are just some of the areas in which ICW has been a pioneer. Participation in numerous research and pilot projects round out our background.
- ➔ Building on experience gained in the German-speaking countries, ICW's activities have expanded to include other European countries and, specifically, the US. Our professionals know these different markets and the differing aspects of their healthcare systems well.
- ➔ ICW's customers include health management organizations, healthcare delivery networks, university hospitals and hospital groups. In addition, more and more companies from the life sciences, medical technology and the "second healthcare market" are using products and services by ICW.
- ➔ For the people at ICW, dedication and good partnership are guiding everyday principles, particularly when it comes to our customers. ICW relies on partnerships to develop and market innovative solutions. Some of our existing alliances include companies such as General Electric Healthcare and Roche Diabetes Care ■

- *Profound expertise in the areas of medicine, care delivery and IT*
- *Pioneering work in research and development*
- *International experience with focus on the US and Europe*
- *Professional dedication and good partnership*

ICW technologies and products are based on international standards, which were developed with the participation of people at ICW.





# ICW: End-to-End, IT-Supported Care Delivery Processes

## connect.

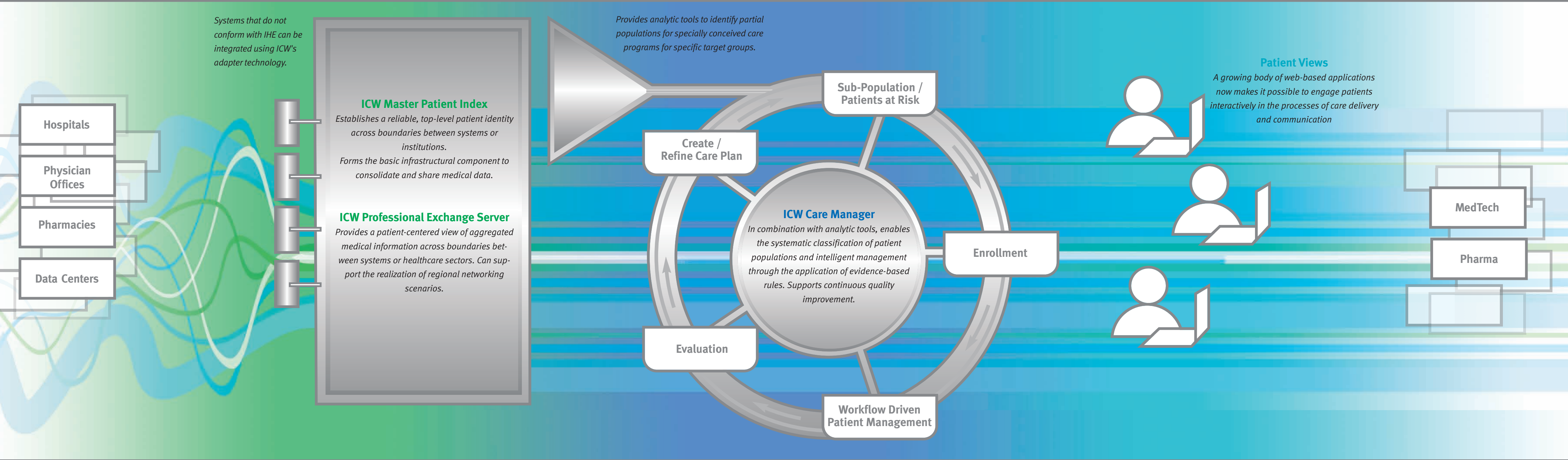
Secure Access to Structured Information

## manage.

Professional Reporting for Efficient Management

## personalize.

Flexible Involvement of Committed Patients



## ICW eHealth Platform

A secure, reliable and robust infrastructure for the fast development of standards-based eHealth solutions. Provides fast integration of solutions into existing landscapes and for incremental expansion to meet growing requirements.



# The Company

## Founded

1998; Incorporated (not public) under German law in 2000

## Principal Investors

Dietmar Hopp, Co-founder of SAP AG  
Dr. Andreas und Dr. Thomas Strüngmann,  
Santo Holding [Germany] GmbH

## Locations

Headquarters in Walldorf (Germany)  
Offices in Wayne (PA, USA) and Aarau (Switzerland)

## Board

Peter J. Kirschbauer (CEO)  
Jörg Stadler

## Employees

200

# Our Engagements

