Digital Health in Developing Economies

Webinar

1st December 2020 15:00 CET

Davide Coppola, Arnaud Runge (ESA)
Aly Shalaby (AXA OneHealth)
Rajesh R. Singh, Arish Syed (WISH Foundation)

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Davide Coppola

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WELCOME TO THE WEBINAR!

Before we start...

- Due to the number of attendees, please **keep your microphones muted** at all times and switch off the webcam function

- You can use the **conversation function** anytime to submit your questions. They will be addressed during the Q&A at the end of the webinar

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AGENDA

- ESA introduction
- "Digital Health for developing economies" Invitation To Tender
  - Objectives
  - Areas of interest
  - Value of Space
- Guest speakers
  - Aly Shalaby (AXA OneHeath)
  - Rajesh R. Singh & Arish Syed (WISH Foundation)
- How to apply: funding and tender information
- Open Questions & Answers session

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THE EUROPEAN SPACE AGENCY

Purpose of ESA

To provide for and promote, for exclusively peaceful purposes, cooperation among European states in space research and technology and their space applications.

Facts and figures

- Over 50 years of experience
- 22 Member States
- 8 sites across Europe and a spaceport in French Guiana
- Over 80 satellites designed, tested and operated in flight

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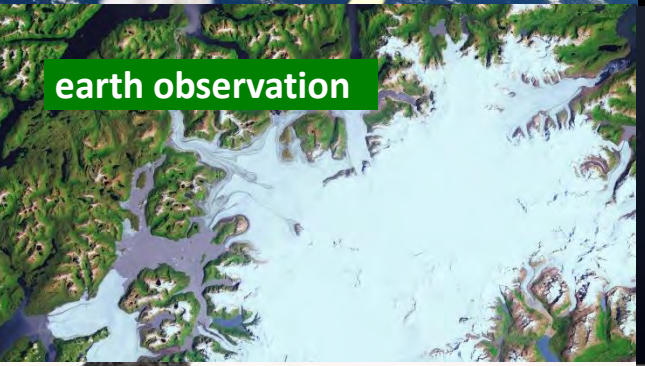
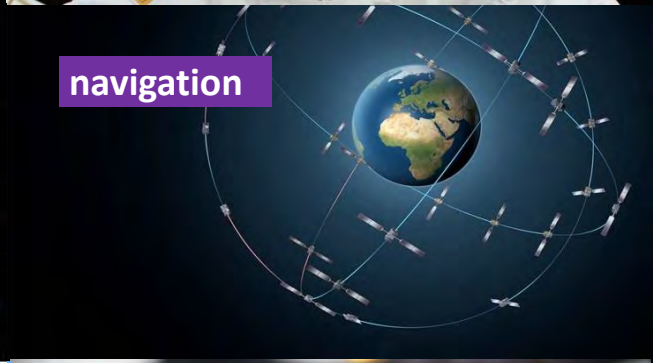
space transportation

science

human spaceflight


earth observation

telecommunications
and applications


navigation

exploration

operations

technology

→ ESA SPACE SOLUTIONS

esa space solutions

The largest space innovation network in the world

- The go-to place for great business involving space to improve everyday life.
- Supporting European start-ups and SMEs to develop businesses using space technology and data.
- Offering funding, business and technical support to help to generate successful business and create jobs.

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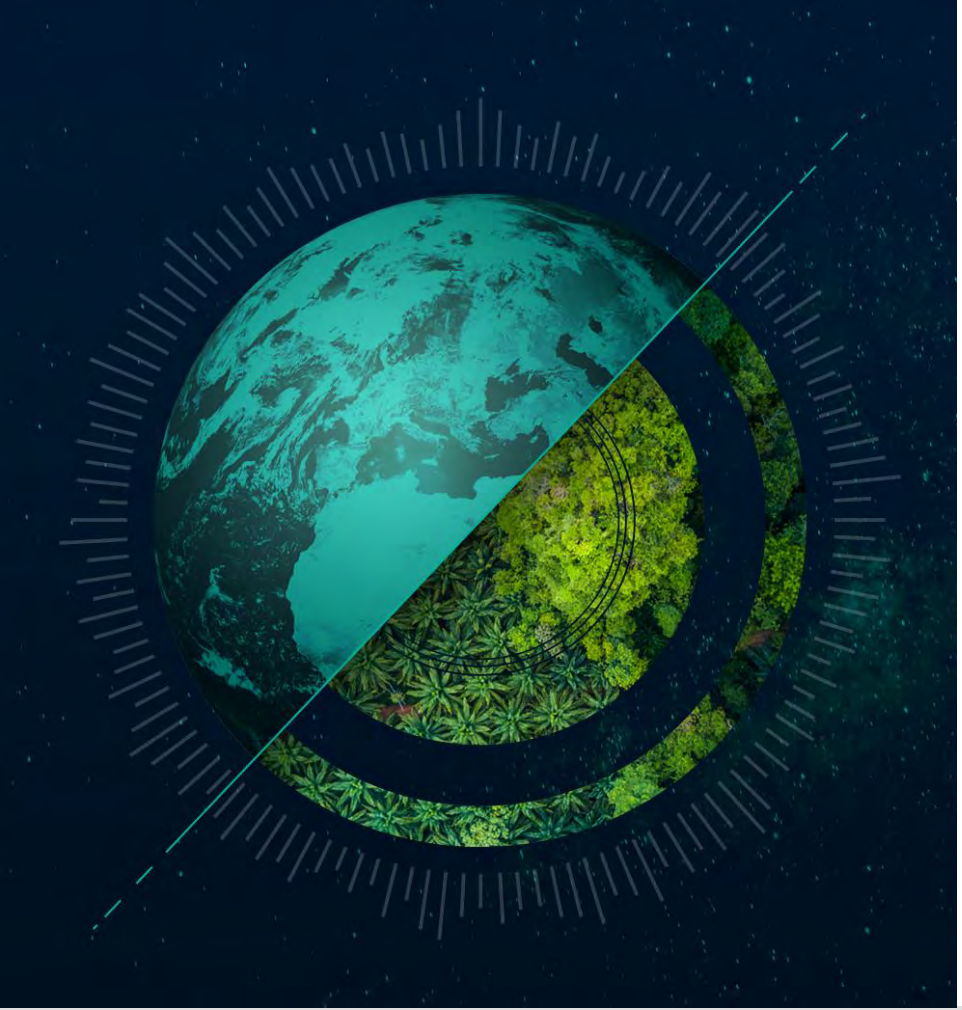


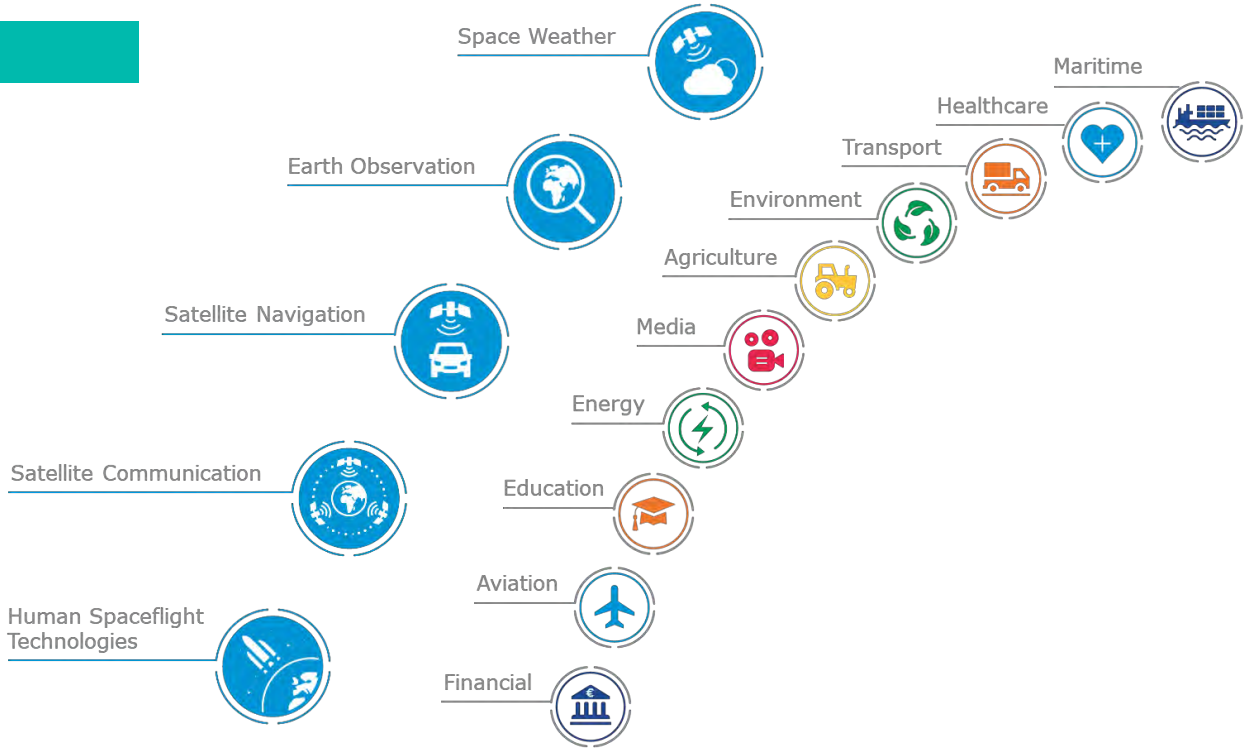
→ ESA SPACE SOLUTIONS OFFERS

esa space solutions

- Zero-equity funding (from €50k to €2M+ per activity)
- A personalised ESA consultant
- Technical support and commercial guidance
- Tailored project management support
- Access to our international network of ESA and partners
- Access to our network of investors
- Credibility of the ESA brand

ESA SPACE SOLUTIONS

Could you be leveraging Space technology and data for the benefit of life on Earth?



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Partners

esa space solutions

AXA OneHealth

WISH
Transforming Healthcare Through Innovation

Digital Health for developing economies

Planned ESA's funded invitation to tender

Digital health

- Health care systems in developing economies and health ecosystems continue to face considerable challenges in providing high quality and affordable care.

- These challenges are also acknowledged in the sustainable development goals (SDGs) whose Target of 3.8 on universal health coverage (UHC) emphasizes the importance of all people and communities having access to quality health services without risking financial hardship.
- ESA has established cooperation with AXA One Health and Wish Foundation to accelerate sustainable innovation through space data and technology and advance the provision of seamless and sustainable healthcare in developing economies.
- As a first step of this cooperation, ESA is launching a new Invitation to Tender for feasibility studies to assess the technical feasibility and commercial viability of space-based services and solutions in the area of digital health for developing health ecosystems. The aim is to reduce the technical and commercial risks for their implementation and operation.

Planned ESA-funded invitation to tender on Digital Health for developing economies

The main objectives of the Feasibility Study are to:

- assess the technical feasibility and commercial viability of services and solutions in the area of digital health for developing health ecosystems
- address technical and non-technical (e.g.: commercial, regulatory, privacy) risks and constraints for services implementation and operation
- provide recommendations for the implementation of such service(s) on the targeted market
- prepare a potential roadmap for a follow-on demonstration project.

Invitation to tender planned to be issued by Dec 2020

Funding up to € 200K per activity (100% ESA funded)

Duration 12 months

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AREAS OF INTEREST

- **Health information digitalisation.**
  The purpose is to systematise data collection, organisation or analysis across the various sectors of health care, catering for: better serviceability of patients, systematized digital data collection and disease early warning systems, vulnerability assessment to map the gaps in health service infrastructure.
- **Improving diagnosis and treatment.**
  The purpose is to improve allow health workers to improve clinical performance through real-time assistance with clinical decision-making and diagnosis and diagnosis for appropriate treatment.
- **Last mile healthcare service delivery and enabling technologies.**
  The purpose is to support healthcare service delivery to elderly population and unserved rural communities, as well as supporting shift of medical treatment from primary care to home based care and including tele-medicine solutions.

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Arnaud Runge (ESA)

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Stayin' Alive - AMAZON

- Physiological monitoring (e.g. ECG, temperature, blood pressure), Imaging (e.g. laryngoscopy, ultrasound), Defibrillator
- Interoperability/integration with other systems (e.g. digital X-Ray), data sharing with 3rd party digital patient records

Amazon Tempus-IC

- Deployed on aircraft of several companies

- Tested in field with International SOS
- Prove device works in real-life situations, under rugged conditions, in Algeria and Nigeria, but also in the UK with Air Ambulance services

Tempus Pro

- **Pre-hospital emergency care market**
- **Remote and challenging locations**

Target customers

- Professional medical personnel (including military medics),
- Governmental & private Emergency Medical Services entities
- Organisations involved in managing commercial healthcare in remote locations e.g. iSOS or their customers

Stayin' Alive - AMAZON

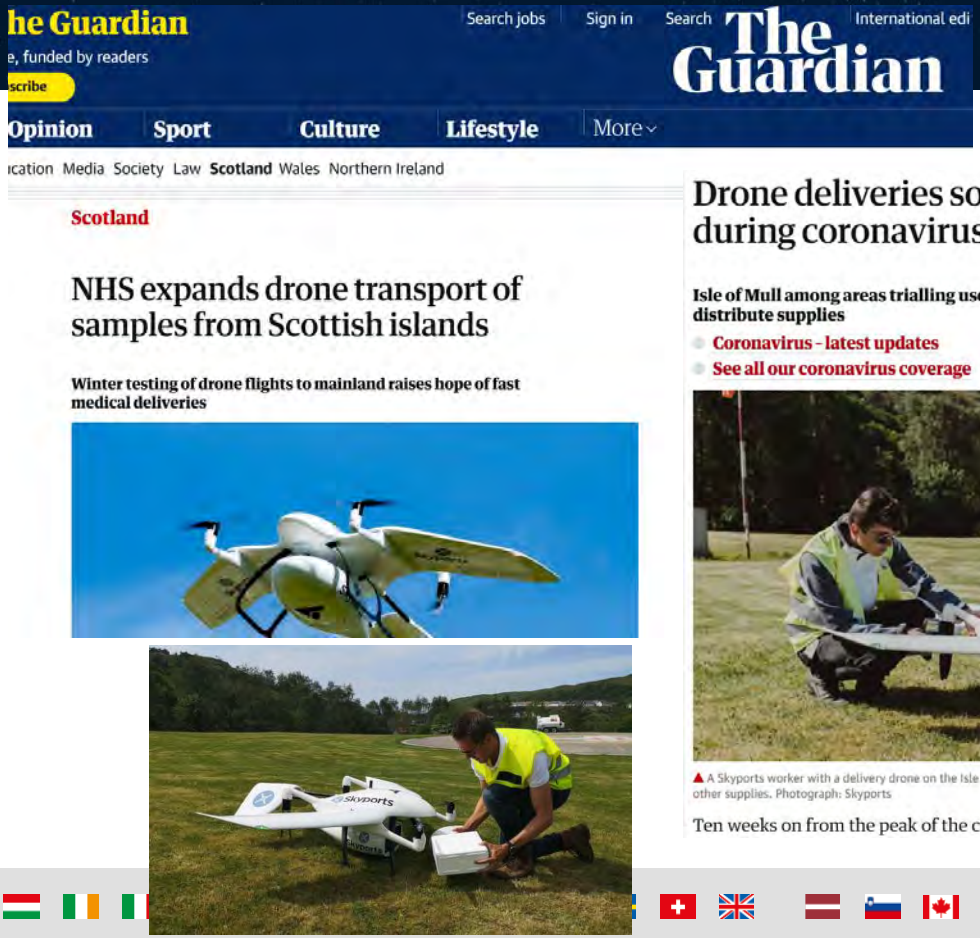
- Use by ESA Medical Operations team for ESA astronaut landings
- Use in analogue environments
- Technological Demonstrator to fly on ISS
- 2 units owned ESA on loan to medical centres in Spain to fight CV19

SEDDCR Project

Delivery of medical supplies and samples by drones enabled by space-based technology.

Drone solution piloted remotely from the Operations Centre, and flies automatically, navigating through pre-set GNSS waypoints.

Satcom connectivity between the Ground Control Station (GCS) and the drone is an essential part of the solution as it provides 100% communications coverage over the entire route – a crucial safety enabler to scalable drone delivery solutions.



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ication Media Society Law Scotland Wales Northern Ireland

Scotland

NHS expands drone transport of samples from Scottish islands

Winter testing of drone flights to mainland raises hope of fast medical deliveries

Drone deliveries soar in rural Scotland during coronavirus outbreak

Isle of Mull among areas trialling use of unmanned aircrafts to distribute supplies

Coronavirus - latest updates
See all our coronavirus coverage

▲ A Skyports worker with a delivery drone on the Isle of Mull. The aircraft can provide NHS workers with PPE and other supplies. Photograph: Skyports

Ten weeks on from the peak of the coronavirus pandemic there are still acute

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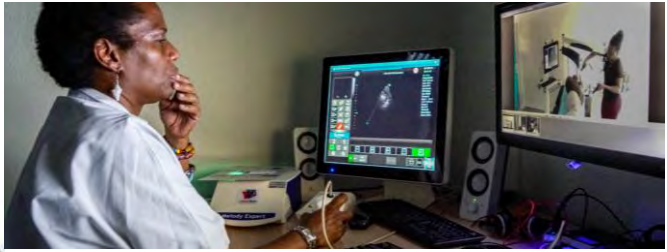
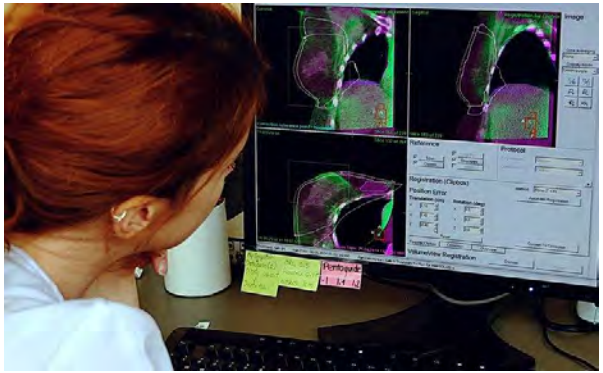
Tele-Ultrasound Technology

- Technology development funded across different ESA programme lines to support scientific experiments & medical operations on ISS
- Technology exploited by French company Adecotech for many years
- Used in the context of CV19 to ensure care provision continuity to non CV19 patients while preserving medical staff.
- https://www.esa.int/Applications/Telecommunications_Integrated_Applications/Ultrasound_for_space_offers_remote_diagnosis_to_patients_on_Earth



MERCURY: ending the isolation of BS Units



- Development of a reliable and sustainable service to transfer via satellite mammographic X-Rays from breast screening units to a reference hospital
- Project led by a UK SME
- Aimed at:
  - Increasing women screening throughput
  - Reducing cost of screening per woman with the same resources
  - Reducing risk patient data loss
  - Implementing a paperless approach
- Demonstration phase involving 10 pilot sites over the whole UK

MERCURY: achievements

During the Pilot Phase

- 200 000 medical images transferred without any loss
- 10 pilot sites out of which 9 were interested to potentially place a contract
- 4 did before the conclusion of the project

Since the end of the contract

- Commercial interest picking-up
- 500 000 x-rays already transferred without a single loss
- Increased throughput of screened women
- 25-30 contracts have been signed
- MERCURY service is a game changer for the National Health Service of the UK by implementing paperless / electronic-based medical procedures
- 3 jobs created

AXA OneHealth

Aly Shalaby (AXA OneHeath)

Digital Health in Developing Economies:

AXA OneHealth

Egypt

Dr. Aly Shalaby
Chief Digital Health Officer

Digital Health in Emerging Markets: Africa

DIGITISING HEALTH IN AFRICA

200+

HEALTH-TECH STARTUPS

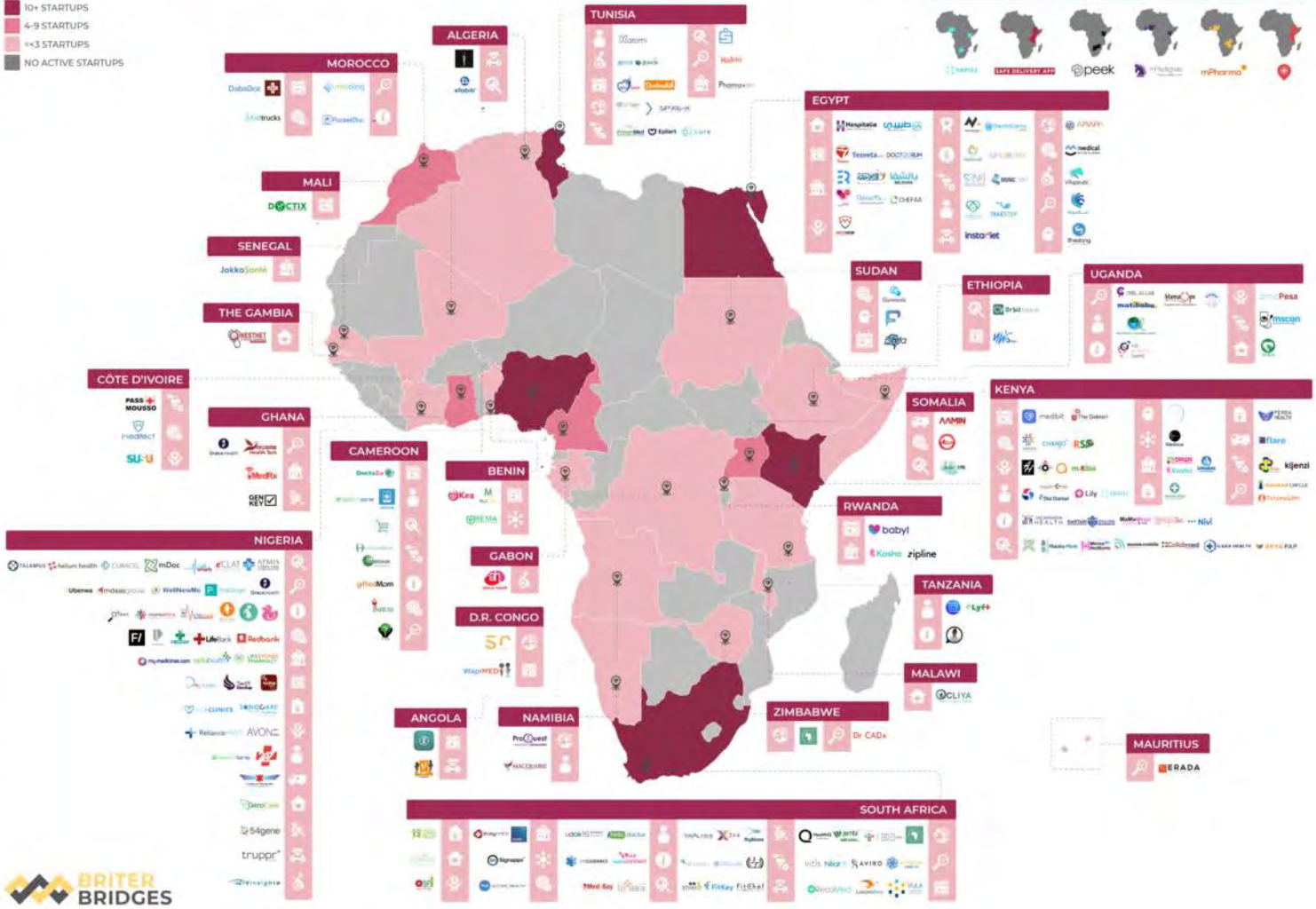
SERVICES PROVIDED

- **TELEHEALTH** — Platforms that connect healthcare providers and patients through online sessions, chat, video calls, text, and other digital communication tools
- **HEALTH MANAGEMENT** — Software, tools and platforms that help healthcare providers manage their patients, schedules, billing, appointments and records, and patients manage their own health
- **APPOINTMENTS AND BOOKINGS** — Platforms that connect healthcare providers and patients through directories and digital appointment tools
- **HEALTH INFORMATION** — Platforms that provide information on key health topics, reviews and content for both patients and medical professionals
- **MEDICAL EQUIPMENT** — Companies that design, manufacture and distribute medical equipment and devices to both healthcare providers and patients
- **E-PHARMACY AND MARKETPLACES** — Platforms that offer pharmaceutical and medical or sanitary product delivery services online, allowing people to order prescribed medications and other health products online
- **MEDICAL SUPPLY CHAIN** — Platforms that facilitate the logistics of the health supply chain, including management platforms, legal distribution services, as well as medical deliveries
- **MENTAL HEALTH** — Platforms that offer services in the realm of mental health, including chatbots, connections to trained therapists, and other online tools for digital self-help
- **DIAGNOSTICS & MONITORING** — Organisations that offer services in identifying diseases and other health-related issues, as well as tools related to monitoring the health status of an individual
- **ASSISTIVE TECHNOLOGY** — Organisations that provide digital tools or medical equipment to assist those living with disabilities, impairments or old age
- **BIOTECH** — Organisations that deal with the production of products that have been derived from living organisms, and applies to pharmaceuticals, gene and cell therapy, and vaccinations
- **AUXILIARY SERVICES** — Organisations that provide health insurance or financing plans to protect against the financial costs of medical treatment
- **LIFESTYLE** — Platforms that offer services related to nutrition, wellbeing and fitness
- **EMERGENCY SERVICES** — Organisations that provide emergency medical response services via mobile or digital devices. Services include ambulance, police, accident response units, fire brigades, etc
- **HEALTH NETWORK** — Platforms and communities for patients or healthcare presenters to communicate, engage, and build relationships
- **ANALYTICS, BIG DATA, SOFTWARE AND RESEARCH** — Platforms that collect data and information on health related issues for analysis or use and developing technology to improve various health related outcomes
- **DENTAL HEALTH** — Platforms that connect patients to dental care and services
- **HEALTHCARE AT HOME** — Platforms that enable patients to receive connect with caregivers and health-related services that are available directly to people's homes
- **MEDICAL CLINICS** — Organisations that offer physical appointments, mobile clinics and microclinics

#INNOVATIONMAPS

- 10+ STARTUPS
- 4-9 STARTUPS
- <3 STARTUPS
- NO ACTIVE STARTUPS

COMPANIES ACTIVE IN 3+ COUNTRIES



BRITER BRIDGES

Digital Health in Egypt

Topline healthcare statistics for Egypt

- The Egyptian government has allocated EGP 93.5bn to the healthcare sector in the fiscal year (FY) 2020/21 budget (28% increase).
- Egypt's total healthcare spending will post a compound annual growth rate (CAGR) of 8.4% through to 2023 to reach US$12.6 billion.
- Egypt's health challenges disproportionately affect the rural poor and have the potential to impact the country's economic prosperity more broadly over the long-term.

100,388,073
Population, persons

US$ 3,020
GDP per capita

303.2
GDP, billion current US$

17.2
Diabetes prevalence

5.3% (2017)
Health expenditure as a share of GDP

0.5 per 1,000 population (2018)
Density of physicians

20.3 deaths per 1000 lives births (2019)
Under-5 mortality rate

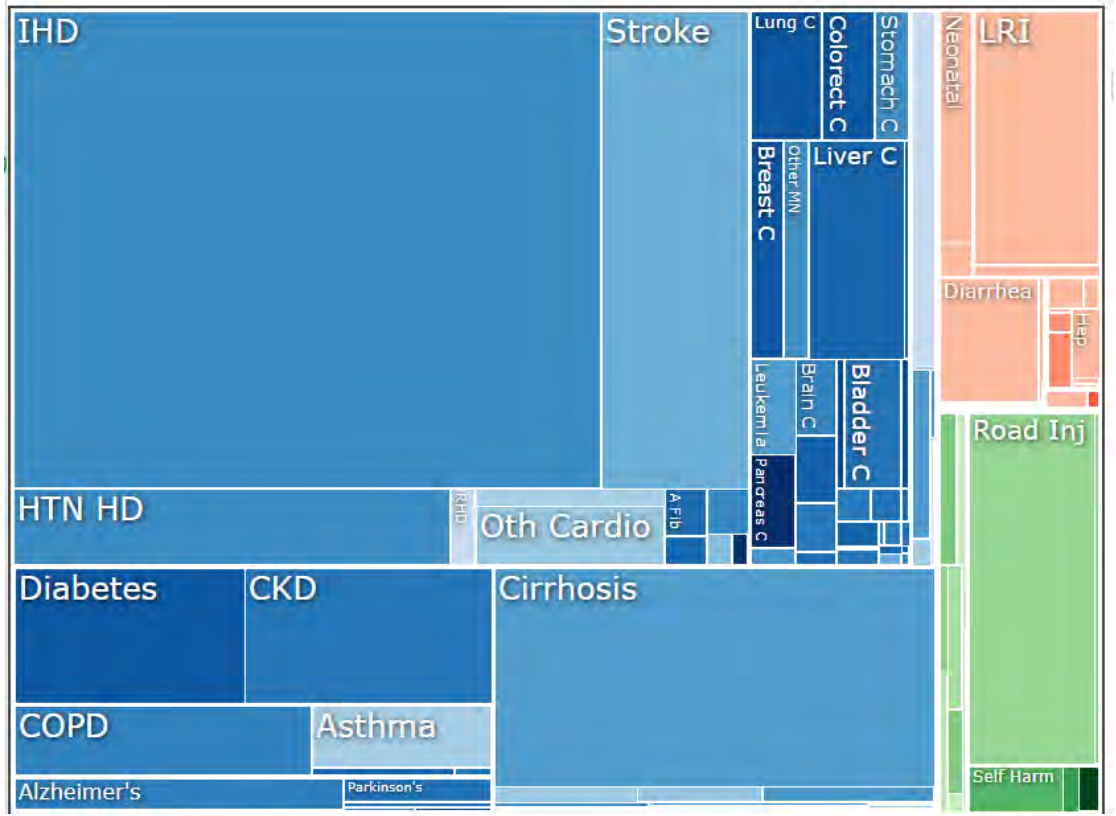
Source: Knoema

Source: Knoema, different online sources

Top 10 Causes of Death in Egypt

CDC, 2019, All Ages

- Ischemic heart disease 32%
- Cirrhosis 11.6%
- Cancer 11%
- Stroke 8.6%
- Road Injuries 5.24%
- Chronic Kidney Disease 4%
- Lower Respiratory Infections 3.8%
- Hypertensive Heart Disease 3.8%
- Diabetes 3.65%
- Chronic Obstructive Pulmonary Disease 2.5%



Source: CDC

Digital Transformation in Healthcare in Egypt

- Egypt is making several key investments in the area of health technology to reduce costs and provide efficient care to its people. COVID-19 has further accelerated digital transformation in the country with the increased use of remote monitoring, telehealth platforms and Artificial Intelligence (AI)-enabled apps and devices
- The Egyptian government is driving digitization across sectors and has been pushing for universal healthcare (NHS-style universal healthcare for every citizen in Egypt) and cross-industry collaborations.
- A national AI strategy has been developed to integrate artificial intelligence in healthcare sector among others.
- Egypt aims to have 7.7 per cent of its GDP derived through AI by 2030.

Source: Different online sources

Digital Healthcare Startups in Egypt

Digital Health Systems

Vezeeta.com

ROLOGY

dkimia

الدكاترة

NABDA CARE

Bypa-ss

Etamen.Net

Infomed

Telemedicine

Vezeeta.com

altibbi الطبي

Shezlong
You Talk.. We Help

Dr. 7alan

EMBER

Paşhakeem

CARESQUARE

Homecare

Vezeeta.com

Hospitalia
EXPERTS YOU CAN TRUST 24/7

7keema

TABIBI
Clinics and Home Visits

YA DOCTORY

Digital Pharmacy

Vezeeta.com

Yodawy
Pharmacy Benefits Platform

علاجي

chefaa

Devices

VRapeutic

MOGASSAM

BIONICLIMBS

Source: Different online sources

AXA OneHealth

Focus on Digital Healthcare

About AXA OneHealth

A one-stop-shop for medical services to simplify the healthcare journey of our customers

Our Numbers

- **6** Medical Centers
- **22** Specialties
- **105** Medical team

Our Partners & Affiliates

- al mokhtabar — Lab Partner
- ada — AI Symptom Checker
- Yodawy — Medication Delivery Partner
- ata — Teleconsultation Affiliation

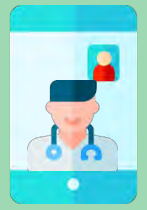
Our Footprint

OneHealth

AXA OneHealth Portfolio of Services

AOH Services range from physical on-site services to digital virtual services

Physical



Digital/ Virtual

On-site Services

- Primary Care Medical Centers
- Chronic Disease Management
- Full Medical Checkups
- Corporate On-Site Clinics
- Second Medical Opinion

Home Services

- Home Consultation
- Home Nursing
- Home Physiotherapy
- Home Dentistry
- COVID19 Treatment

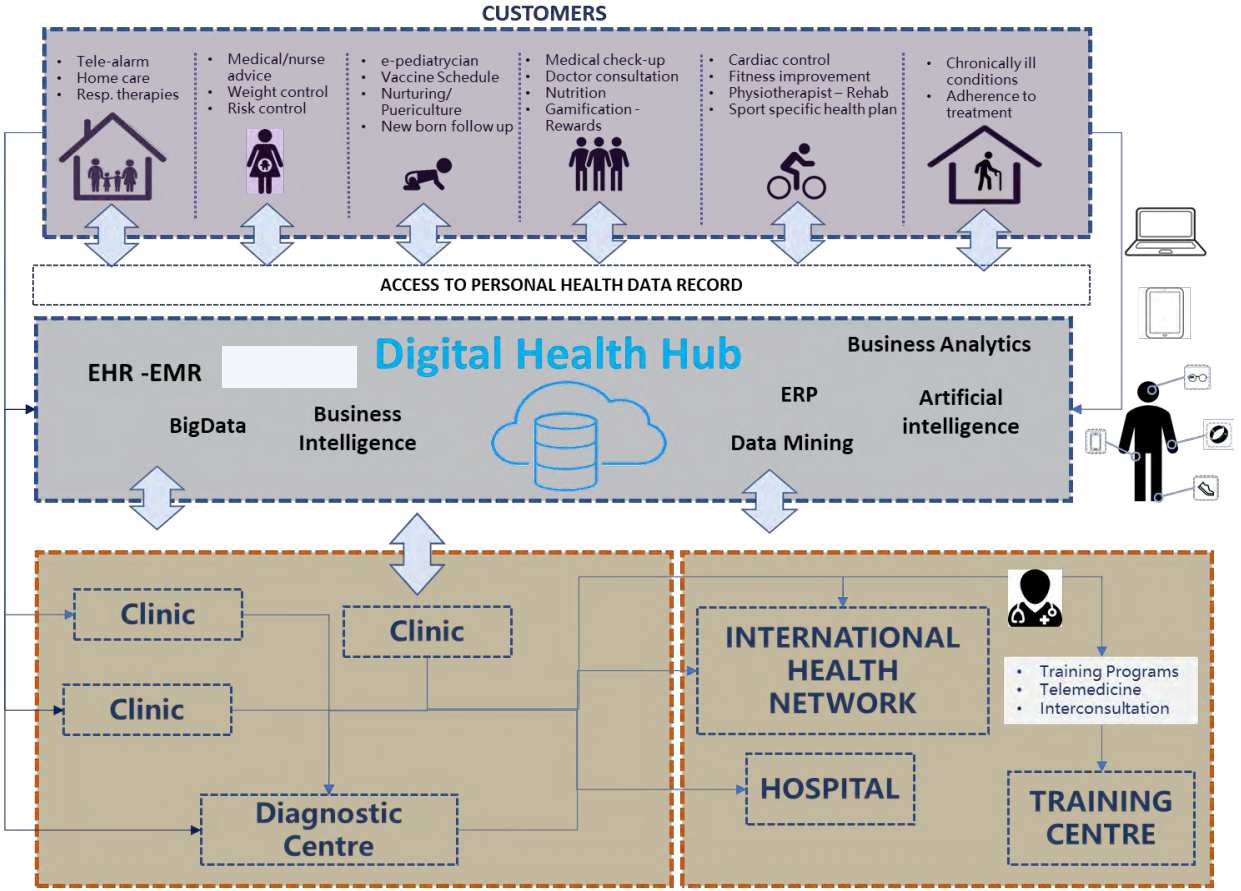
Digital Services

- General Teleconsultation
- Specialist Teleconsultation
- Virtual pods
- Electronic Medical Record

OneHealth

AXA OneHealth Digital Health Hub

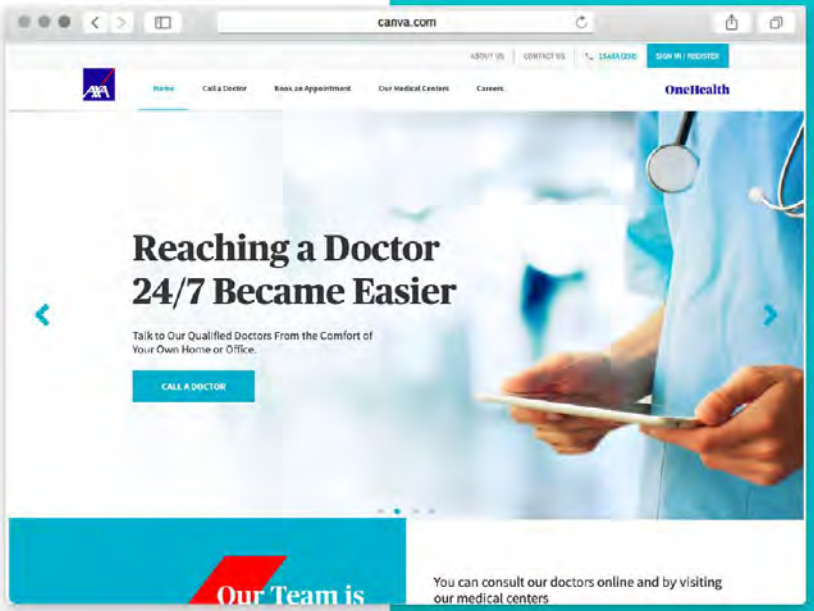
- **Client-facing:**
  - → Customer-centric
  - → Increase engagement
  - → Empowerment
- **Core:**
  - → Nerve-center
  - → Data lake
  - → Cognitive analytics
- **Doctor-facing:**
  - → Seamless connection
  - → CDSS
  - → Referrals



OneHealth

Digital Tools

Website

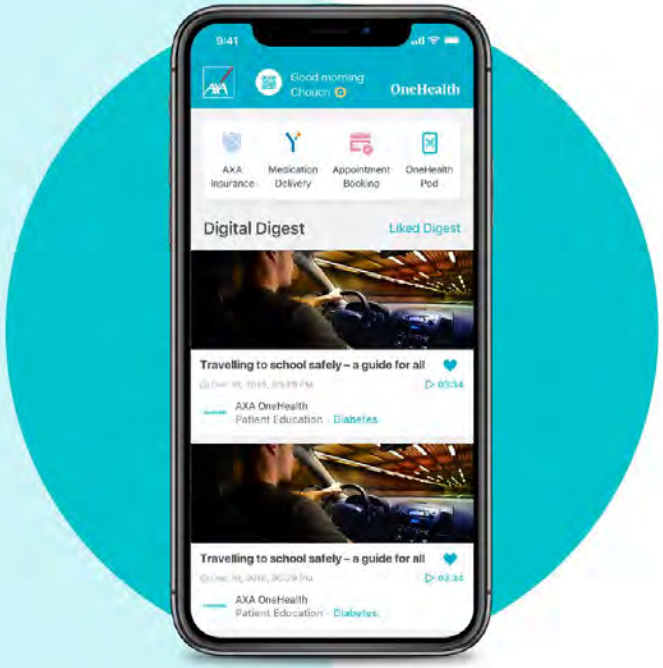


AXA OneHealth Website

- Appointment Booking
- Access to Electronic Medical Record
- Teleconsultation

Digital Tools

Mobile App



- Appointment Booking
- Access to Electronic Medical Record
- Teleconsultation
- Medication Delivery
- Medication/Appointment Reminders
- Articles

OneHealth

Digital Tools

Virtual Pod

Virtual Clinic/Pod

- Video consultation
- Electronic Medical Record
- BMI
- Weight measurements
- Blood pressure tests
- Pulse oximeter
- Dermascopy

OneHealth

Digital Tools

Check-in Kiosk

Check-in Kiosk

- Self-service for
  - Registration
  - Booking
  - Check-in

General Teleconsultation

Have 24/7 access to Family Medicine Specialists, who are highly trained to treat all cases and deal with all age groups. Accessible by mobile app or by calling AOH hotline number 15292.

24x7
Availability

Evidence based practice
based on guidelines of NICE and the American Teleconsultation Association

Multi-lingual
Arabic & English

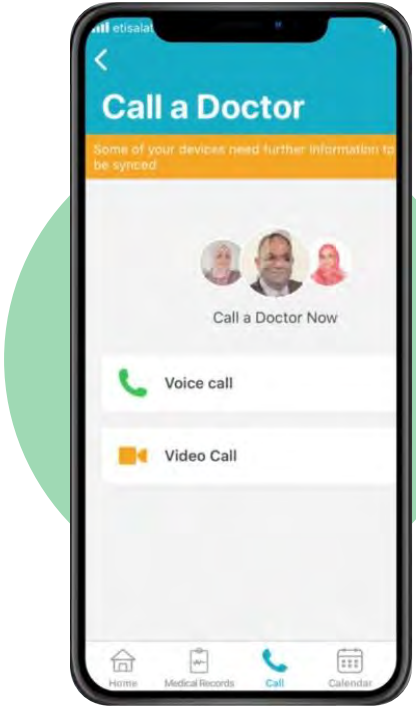
Accessible
Phone or Mobile app

Full-time Highly trained family medicine doctors

ZERO
Malpractice Claims

Electronic Medical Record to record patient history

Personalized
selection of the doctor's gender

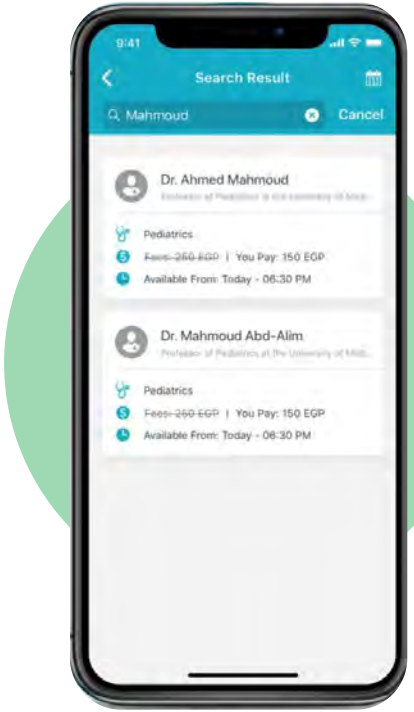


OneHealth

Specialist Teleconsultation

Access specialized doctors from 15 different specialties via a safe platform. Appointments are pre-booked in advance via AOH hotline (15292) or the mobile app.

- Family Medicine
- Dental
- Dermatology
- Chest
- Pediatric
- Ear, Nose & Throat
- Neurology
- Obstetrics and Gynecology
- Gastro-enterology
- Ophthalmology
- Orthopedic
- General Surgery
- Cardiology
- Nephrology
- Urology
- Rheumatology
- Vascular Surgery
- Psychiatry
- Endocrinology



OneHealth

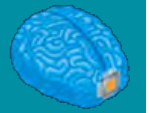
Future of Digital Healthcare

Future of Digital Healthcare

Digital apps will be used to support medical care and treatment

Interventional and rehabilitative robotics & AI will support doctors in better diagnosing & treating patients

Technology will enhance specialist medical care



Implants and chips will allow better collection and analysis of data and genomes, that could be shared with app or medical network.

Internet of Medical Things will allow healthcare and nutrition plans will be personalized for the individual

3D Printing can change healthcare and medicine making it more personalized, accessible, and affordable.

Thank you

WISH

Transforming Healthcare Through Innovation

TRANSFORMING PRIMARY HEALTHCARE through INNOVATION

WISH

WADHWANI INITIATIVE FOR SUSTAINABLE HEALTHCARE

WISH

A NOT FOR PROFIT

WISH

VISION	QUALITY HEALTH CARE FOR ALL
MISSION	TO IMPROVE PRIMARY HEALTH CARE SYSTEMS THROUGH INNOVATIONS
GOAL 2027	TO FACILITATE ACCESS TO AFFORDABLE & HIGH QUALITY HEALTH CARE FOR 100 MILLION PERSONS IN THE DEVELOPING WORLD BY 2027

OUTREACH

140+ million Population Covered Across 5 States in India

650+ Primary Health Clinics

400+ Staff

21.2 Million

GROWTH TRANSITION

Direct Implementation
Deliver primary healthcare services through innovation driven models, in multiple geographies.

Strategic Advisory Services
Provide strategic advice and technical support to Govt. agencies towards our mission.

Platform for Primary Health Care Solutions
Offer a suite of Primary Healthcare Solutions that stem from our experiences & can be scaled by partners.

Thought Leadership
Be a national & international voice, spearheading ideas that shape the contours of primary health care.

DIGITAL HEALTH FOCUS

National Portability & Interoperability
- Facility/ Hospital Mgt. Process Digitization
- Application Integration &Interoperability
- Compliance to National & Global Standards
  - UHID/ Registries / Consent Manager / Anonymizers etc.

Telemedicine
- Teleconsultation Hub & Spoke Scale up
- Decision support system
- Targeted Client Communication
- Personal Health Record

Meaningful Use Of Data
- Data Security , Mgt. & Legal Adherence
- Comprehensive PHC Performance Measurement System
- Predictive Analytics & AI for Policy Action

Innovations
- Med-tech POCDs for advanced diagnostics with AI/ML capacities
- M-Health Applications/Solutions
- Digital Market Access Program through National Innovations Unit
- E-Learning: WISH2LEARN

Area of Interest: Health Information Digitalization

The purpose is to systematize data collection, organization and analysis leading to meaningful use of data across dimensions within healthcare.

Problem Statement

“

The diverse systems / applications that are being used for collecting health information across tiers and structures / domains are disintegrated and are not interoperable, thereby leading to multiple dashboard platforms. This further inhibits an integrated understanding through meaningful use of data by policy decision makers for futuristic planning as well as for promoting better governance of the health system. The opportunity post integration and ensuring data fidelity across structures opens up the GIS based equitable need based understanding through usage of AI / ML supported tools / systems leveraging resources as well as impacting the health financing of the country through informed policy actions.

User Needs

There are **two broad components** envisaged as part of the user needs for a solution in health information digitalization, that would advance the benefits of systematic data aggregation and analysis to the stakeholders present across the ecosystem.

Decision-Making System: Where information collected is disaggregated to demography with temporal and spatial variation analyzed for trends and patterns, and an understanding of financial planning is obtained with respect to equity and resource allocation.

Predictive Analytics Tool: Where information aggregated is used to forecast key metrics by virtue of current trends, using Machine Learning & AI algorithms, and likely future trends are analyzed to prepare targeted interventions accordingly.

Area of Interest: Health Information Digitalization

The purpose is to systematize data collection, organization and analysis leading to meaningful use of data across dimensions within healthcare.

User Needs: Stakeholder Mapping

Decision Makers
National & Sub-National Level

Data Science

Policy Action

- Strengthening
- Operationalization
- Reform

Program Managers / Administrators
National & Sub-National Level

- Work Efficiency and Effectiveness
- Timely Mid Course Correction / Action Enabling Better Program Management
- Quality Assurance
- Ensured Healthcare Provider & Beneficiary Satisfaction

Private Sector Engagement

- IT Sector
- Med-Tech Product Innovators
- Research & Academia
- Health Sector

Opportunity to scale up and replicate within the public health system through WISH-supported NIU Market Access Programme (MAP) under the National Health Authority (NHA) and National Digital Health Mission (NDHM)

Better governance & equitable resource utilization impacting health financing and health gains, contributing to **Universal Health Coverage (UHC)**.

Area of Interest: Community & Home-Based Care

Extending health service access to poor and unserved (rural) communities, including solutions to shift medical treatment from primary care to home care.

Problem Statement

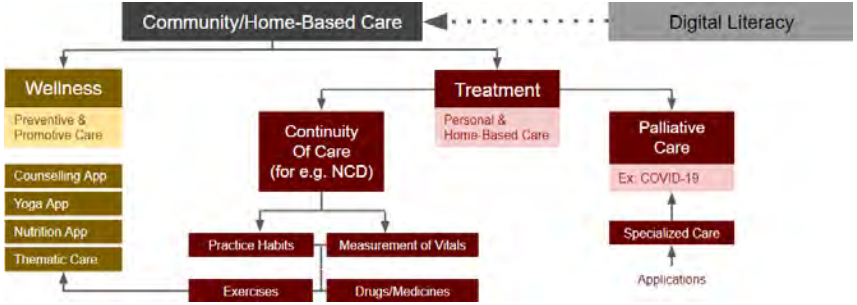
“

Building a **resilient Home Based Care (HBC) system** for quality primary healthcare service delivery, thereby:

1. **Reducing the Burden** on Primary Healthcare Facilities;
2. **Reducing the Out of Pocket Expenditure**; and
3. **Reducing the Infection Exposure** to Health Care Providers (HCPs) and Beneficiaries

hence impacting health gains in the communities.

Use Cases: Overall Framework



User Needs: Salient Features

1.Community Healthcare Applications
Beneficiary-to-Provider (B2P) Teleconsultation

2.Personal Care
PHR, Continuity of Care & Targeted Client Communication

3.Emergency / Pandemic Response Driven Home Based Care
Containment Strategy incl. Symptoms & Direct Contact

Area of Interest: Improving Treatment & Diagnosis

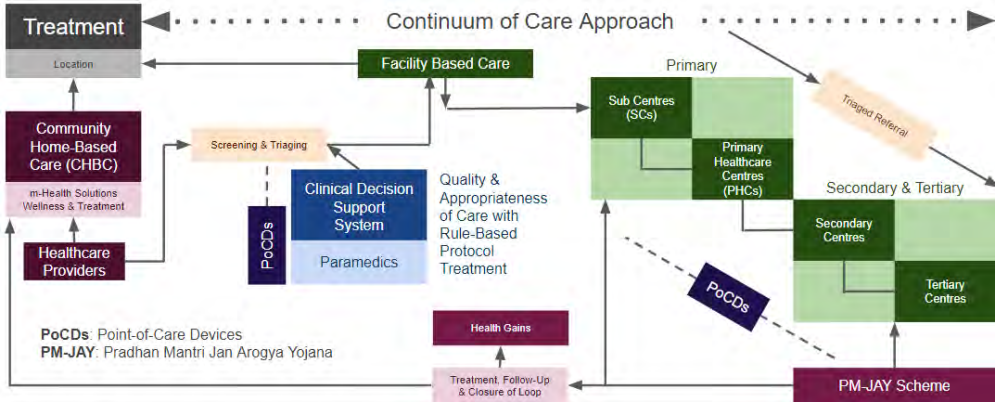
The purpose is to allow health workers to improve clinical performance through real-time assistance with clinical decision-making and diagnosis for appropriate treatment & triaged referral under PMJAY.

Problem Statement

“

Introducing tools, applications or products as well as interlinkage and portability of PHR across facilities with PMJAY as envisaged under NDHM thereby supporting or enabling **informed decision making for paramedics / healthcare providers**, **for appropriate care or triaged referral** (hence **closing the loop for continuum of care**), thereby **delivering the twelve services mandated by the Ayushman Bharat PM-JAY scheme** within the Indian primary healthcare system.

Use Cases: Overall Framework



User Needs: Salient Features

1.Point of Care Devices (PoCDs)
Provision of all twelve AB services

2.CDSS for Paramedics & Frontline Workers
Rule-based protocol treatments

3.Interlinkage of NHM PHC with PM-JAY
Triaged referral to PM-JAY, Data Interoperability between all data capturing systems in pathway

THANK YOU

WISH

Transforming Healthcare Through Innovation

How to apply:
Funding and Tender Information

ESA TENDER INFORMATION

Funded participation to ESA Space Solutions is open to any company and/or organisation, be it as group of users, public body or non-governmental organisation, residing in the following Member States:

Austria, Belgium, Czech Republic, Denmark, Estonia, Finland, France, Germany, Hungary, Ireland, Italy, Luxembourg, the Netherlands, Norway, Poland, Portugal, Romania, Spain, Sweden, Switzerland and the United Kingdom

HOW TO APPLY

1. **Register** (minimum 'light registration') by completing online questionnaire on ESA-STAR Registration (esastar-emr.sso.esa.int)
2. **Download** the official tender **documentation** (Invitation to Tender), which will be available as soon as the ITT is open via EMITS (emits.esa.int)
3. Create 'Bidder Restricted Area' in ESA-STAR
4. **Write your Proposal** using the template provided in the Tender documentation and obtain **Letter of Authorization** from your National Delegation (business.esa.int/national-delegations)
5. **Submit** your proposal via 'Bidder Restricted Area' in ESA-STAR Tendering (esastar.sso.esa.int)

More info can be found here:
esa.int/About_Us/Business_with_ESA/How_to_do/esa-star_Registration_Process

BASIC PRINCIPLES - ESA-STAR

Registration (minimum 'light registration') on ESA-STAR Registration (https://esastar-emr.sso.esa.int)

Please note that esa-star allows two levels of entity registration: "Light" and "Full". This allows new users wishing to do business with ESA to carry out their registration in two steps. A "Light" registration will grant access to all esa-star services up to and including proposal submission. The award of ESA contracts requires "Full" registration.

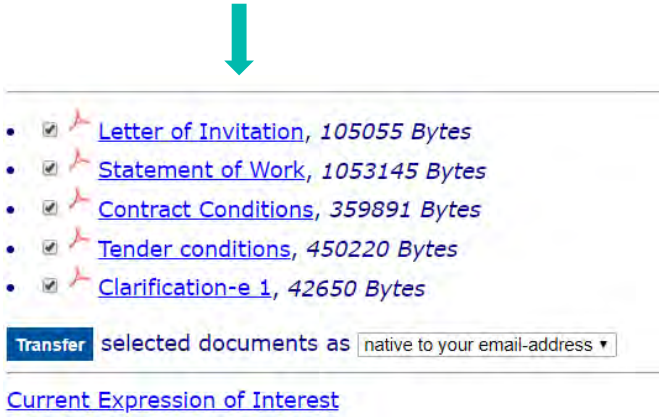
BASIC PRINCIPLES - EMITS

Tender documentation: on emits.esa.int

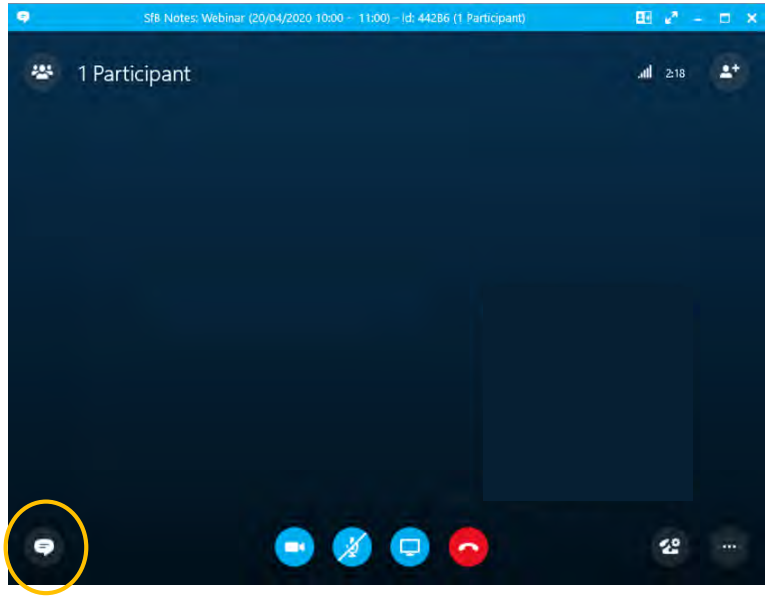
- Announced under “Intended Invitations to Tender (IITT)”
- Published under “Open Invitations to Tender (ITT)”

BASIC PRINCIPLES - EMITS

Registration on esa-star is required to access tender documents in Emits



OPEN QUESTIONS & ANSWERS SESSION



→ THANK YOU!

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