Aeris Delivers Connected Health Solutions

New technologies are altering the landscape for healthcare, changing the way health services are delivered and allowing recipients to stay in their homes to receive care and to avoid costly hospital stays.

A wide variety of remote monitoring devices such as glucose meters for patients with diabetes and heart or blood pressure monitors for those receiving cardiac care can now transmit data back to doctors' offices or hospitals to enable effective care. In fact, the need to provide this type of care is greater than ever as the population ages, chronic medical conditions are on the rise, and hospitals focus on cutting expenses.

To meet this demand, in-home health care systems are poised to grow exponentially in the coming years. According to research firm Berg Insight, the number of dedicated devices for home health monitoring with integrated cellular connectivity increased from 0.73 million in 2011 to about 1.03 million in 2012, and is projected to grow at a compound annual growth rate of 46.3 percent to 7.1 million in 2017.

Aeris Communications is working closely with in-home health care solution providers to ensure the delivery of services. With industry-leading machine-to-machine (M2M) cellular communications, Aeris offers the most reliable and flexible CDMA and GSM M2M solutions available today for healthcare device manufacturers. As an operator and a technology provider, Aeris can deliver end-to-end M2M solutions for even the most demanding customers. No matter how large or small the deployment, Aeris guarantees the industry's best customer service, highest reliability, and lowest total cost of ownership.

Aeris is considered the leader in M2M connectivity for healthcare because:

Coverage - While reliable transmission of mission-critical patient information can fail in areas where connection is poor, Aeris provides a seamless footprint of multiple cellular carrier towers. It may be unclear which technology (2G, 3G, LTE) is right for the solution and how long will that technology be supported, but Aeris customers need not worry; Aeris supports all variants of cellular technology and is an unbiased partner in determining which one is right based on cost, application requirements, and longevity.

Cost – Aeris provides the Lowest Total Cost of Ownership (TCO), in which telemedicine providers achieve significant cost savings at nearly every step of a deployment with more flexible rate plans, faster troubleshooting, and supply chain and activation charges more favorable to the customer.

Transparency – The Aeris device management portal, called AerPort, gives healthcare solution providers complete visibility and control of their devices and the network. The portal offers real-time insight on connectivity issues through Aeris' proprietary crowdsourcing software, thus minimizing any interruptions to the capture of critical health data.

Security - Healthcare devices must comply with HIPAA regulations to provide secure doctor/patient communications. Aeris provides the most secure access in the industry with a virtual private network overlaid on top of the public cellular carrier networks.

CASE STUDY: SIMPLYHOME'S QUEST FOR RELIABLE COVERAGE

Asheville, N.C.-based SimplyHome, a provider of customizable systems for PERS and medication compliance, chose Aeris because it delivers a more reliable, stronger signal than any other carrier.

Aeris is "carrier-agnostic." This means that our customers get the strongest signal for their devices regardless of carrier. Aeris provides SimplyHome customers with the strongest cellular signal from more than 50 carriers in North America. Unlike traditional cellular carriers, Aeris does not

KEY POINTS

- Reliable and flexible CDMA and GSM M2M for 2G, 3G & LTE
- Lowest total cost of ownership in the M2M healthcare industry
- Secure data transmissions with cellular network built for machines
- Application management portal streamlines troubleshooting and real-time data

"We looked at all the cellular providers and Aeris won hands-down on price and services."

Jason Ray
Vice President of Business Development
SimplyHome

favor its own cellular network and for this reason, offers better coverage than any other one carrier. Aeris is the only carrier that can provide this solution. More, Aeris is one of the only M2M service providers that offers both CDMA and GSM connectivity and SimplyHome required both solutions for different applications.

Jason Ray, vice president of Business Development for SimplyHome, said the ability of Aeris' service to move across different cellular coverage areas let SimplyHome increase its business reach. "We are expanding to different areas of the country and we have to work in some pretty rural areas," Ray said. "And if we're tied to a single cellular provider that would hamper our ability to serve all our customers."

SimplyHome also cites the total cost of ownership as a deciding factoring in selecting Aeris Communications. "We looked at all the cellular providers and Aeris won hands-down on price and services," Ray added.

CASE STUDY: ASTUTE TAPS THE AERIS AERPORT PORTAL TO MANAGE OPERATIONAL REQUIREMENTS

San Diego, California-based Astute offers remote patient monitoring solutions and provides an integrated remote patient monitoring platform.

The company selected Aeris to provide a reliable and secure remote connection and also leveraged Aeris' intelligent device management portal, called AerPort, to manage the complex demands of parsing health care data, at a low cost. The portal provided excellent visibility into Astute's network and devices, enabling timely, reliable and professional support for critical operations, while maintaining a standard operational process for Astute and its users. This visibility allows Astute to be more competitive in the market, enabling the company to address technology changes and new requirements quickly.

"The most important thing is I need to see is if hubs are no longer communicating with the network," said Nicholas Vassilakis, CEO and founder of Astute. "I need to see it quickly, and with the AerPort dashboard, I can immediately assess if there is a network or a device issue. In contrast, with other M2M systems, if there is a problem, I would have to submit a support ticket and wait for them to troubleshoot it," he added.

In fact, "AerPort solved so many problems we faced in managing devices that it freed us up to take care of all the frontline management that our customers don't want to take on," continued Vassilakis.

Vassilakis added, "Aeris beats everyone else on price. I always get the best quotes from Aeris."

AERIS DELIVERS

As these use cases show, Aeris is helping telemedicine solution providers serve patients, hospitals and doctors with reliable, secure and transparent M2M communications. With Aeris, cellular integration is simpler and connectivity is reliable so that our customers can build more cost-effective solutions with better outcomes for patients.

For more information about the Aeris Communications mHealth solutions, call 1-888-GO-AERIS (1-888-462-3747) in North America or +44 118 925 3202 in Europe. You can also write to info@aeris.com or visit www.aeris.com/industries/healthcare.

ABOUT AERIS

As an operator of end-to-end M2M services and as a technology provider enabling other operators to deliver profitable M2M services, Aeris is a pioneer and leader in the market of the Internet of Things. Among our customers are the most demanding users of M2M services today, including Hyundai, Acura, Rand McNally, Bosch, Novariant, ConEdison, Leica and Sprint. Through our "Made for Machines" technology and services, we strive to improve businesses fundamentally by dramatically reducing costs, improving operational efficiency, reducing time to market, and enabling new revenue streams.

To find out how we can inspire you to create new business models and participate in the Internet of Things revolution, visit www.aeris.com and follow us on Twitter @AerisM2M.

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