



Aeris Delivers Connected Health Solutions

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

A wide variety of remote monitoring devices, such as heart monitors for those receiving cardiac care, can now transmit data back to doctors' offices or hospitals on-demand. Telehealth devices can be used to help ensure medication adherence, and mHealth systems can coordinate in-home care delivery between patients and doctors. The need for connected healthcare is greater than ever as the US population ages, chronic medical conditions are on the rise, and hospitals focus on cutting expenses.

To meet this demand, connected healthcare systems are poised to grow exponentially in the coming years. According to research firm Berg Insight, the number of healthcare devices with integrated cellular connectivity is projected to increase from 2.95 million in 2015 to 19.2 million in 2020, and cellular connectivity has become the de facto standard for implementing these devices. "Cellular continues to be the only technology that can be used to reliably connect every patient with their healthcare providers," says Berg Insight's Senior Analyst Lars Kurkinen.

Aeris is working closely with connected healthcare solution providers to ensure the delivery of telemedicine services. With industry-leading Internet of Things / Machine-to-Machine cellular communications, Aeris offers the most reliable and

flexible CDMA, GSM, and LTE connectivity available today for healthcare device manufacturers.

As an operator and a technology provider, Aeris can deliver end-to-end IoT / M2M solutions for 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.

WHY AERIS LEADS HEALTHCARE IOT / M2M CONNECTIVITY

Coverage – While reliable transmission of mission-critical patient information can fail in areas where the connection is poor, Aeris provides a seamless footprint of multiple cellular operator signals. It may be unclear which technology (2G, 3G, LTE) is right for the solution and how long that technology will 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 for you 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 stage of a deployment with more flexible rate plans, faster troubleshooting, and supply chain and activation charges more favorable to the customer.

KEY POINTS

- RELIABLE AND FLEXIBLE 2G AND 3G CDMA, GSM, AND LTE CONNECTIVITY
- LOWEST TOTAL COST OF OWNERSHIP IN THE IOT / M2M HEALTHCARE INDUSTRY
- APPLICATION MANAGEMENT PORTAL WITH REAL-TIME DATA AND STREAMLINED TROUBLESHOOTING
- WORLD-CLASS SECURE DATA TRANSMISSIONS WITH CELLULAR NETWORK BUILT FOR MACHINES

Transparency – The Aeris device management portal, called AerPort, gives connected healthcare providers complete visibility and control of their devices and the network. The portal offers real-time insight into 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 operator networks.

CASE STUDY: SIMPLYHOME'S QUEST FOR RELIABLE COVERAGE

Asheville, NC-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 operator even in remote areas.

Aeris is "operator-agnostic." This means that our customers get the strongest signal for their devices regardless of operator. Aeris provides SimplyHome customers with the strongest cellular signal from more than 50 operators in North America and 550 operators worldwide. Unlike traditional cellular operators, Aeris does not favor its own cellular network and, for this reason, offers better coverage than any other single operator. Aeris is the only operator that can provide this solution. More, Aeris is one of the only IoT / 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."

REMOTELY MANAGE AND MONITOR TELEHEALTH DEVICES

Medical device manufacturers requiring connectivity solutions for mHealth, PERS, remote patient monitoring, and other connected health products will find that Aeris' end-to-end solution is unique.

In addition to reliable coverage across North America and over 180 countries, Aeris offers real-time visibility into the status of the devices. Through a simple and intuitive dashboard, connected healthcare providers can easily manage their devices across the entire lifecycle. Customers can get alerts and set thresholds to monitor any anomalies in data transmissions from their devices. This enables telehealth solution providers to take immediate action regarding patient compliance or device troubleshooting.

AERIS DELIVERS FOR CONNECTED HEALTHCARE

As this shows, Aeris is helping mHealth solution providers serve patients, hospitals, and doctors with reliable, secure, and transparent IoT / M2M communications. With Aeris, cellular integration is simple 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 connected healthcare 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/for-enterprises/healthcare-remote-patientmonitoring.

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– Lars Kurkinen,
Senior Analyst,
Berg Insight.

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