



# The Wearable Health Revolution

Key learnings out of the published report

Cicor Innovation Insights Symposium, January 29, 2015

Pascal Koenig, Managing Director

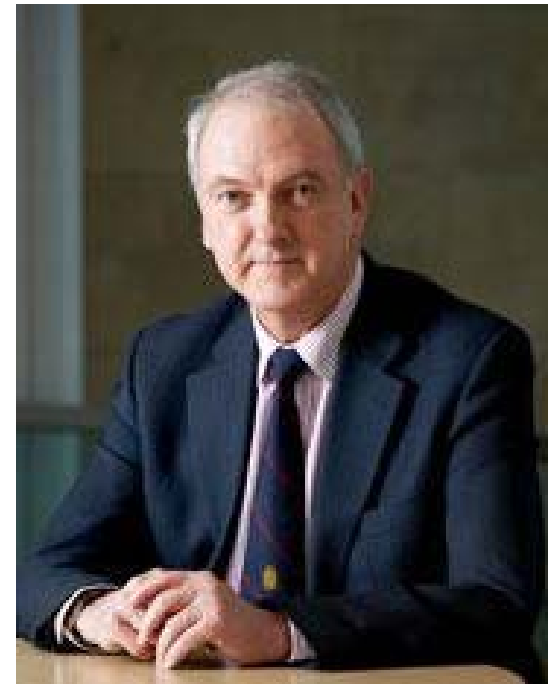
[www.smartwatchgroup.com](http://www.smartwatchgroup.com)



# The market is ready for takeoff

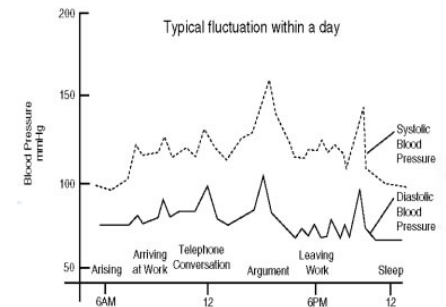
*“Over the next few years NHS will do a huge rollout of wearable devices as part of a revolution in self-care.”*

Prof Sir Bruce Keogh  
Medical Director NHS England  
The Guardian, Jan 19 2015



# Smart Wearables will transform Healthcare

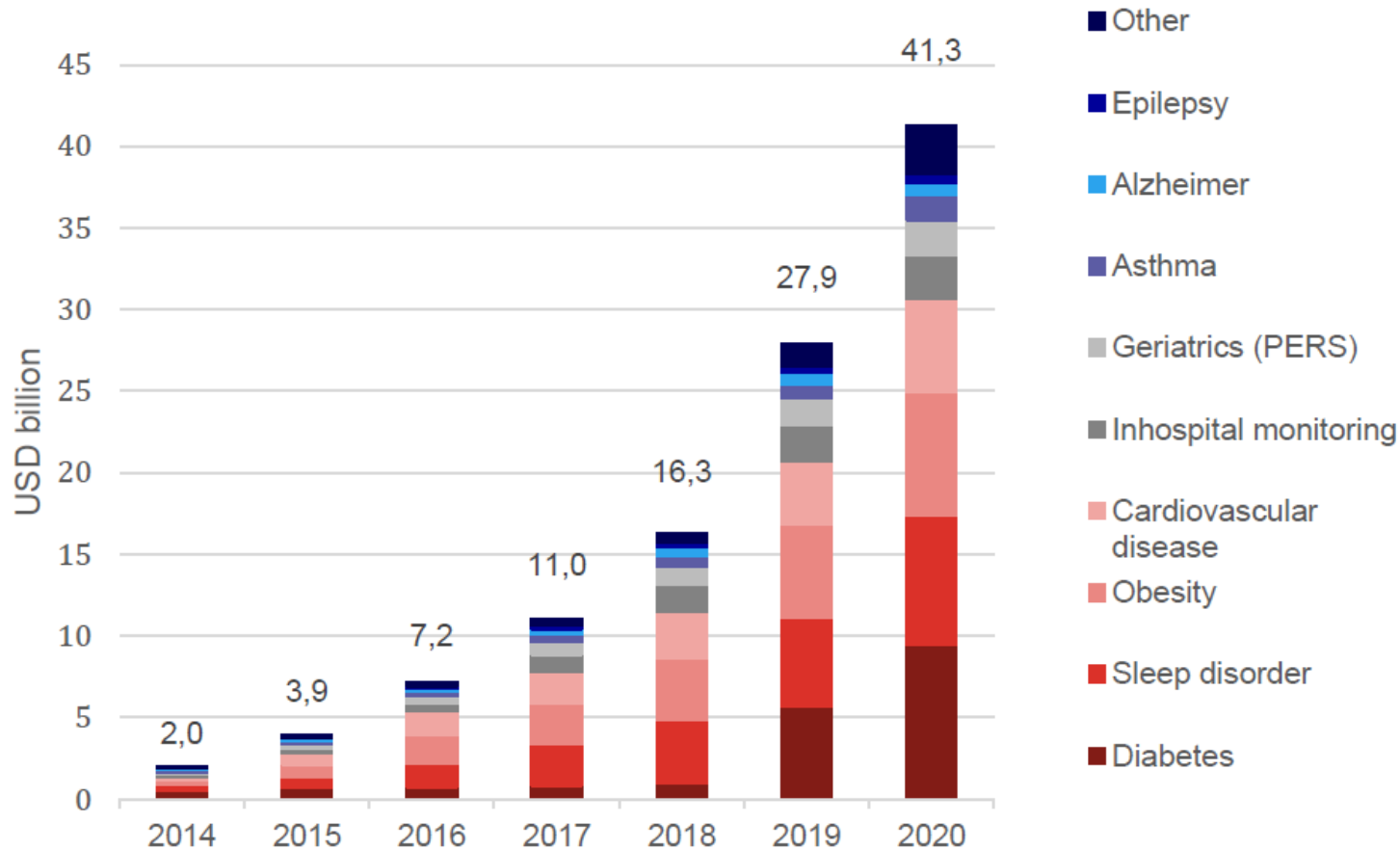
- What is a smart wearable?
- Impact
  - From treatment to prevention
  - Personalization
  - New players
  - **Huge potential for improvements**



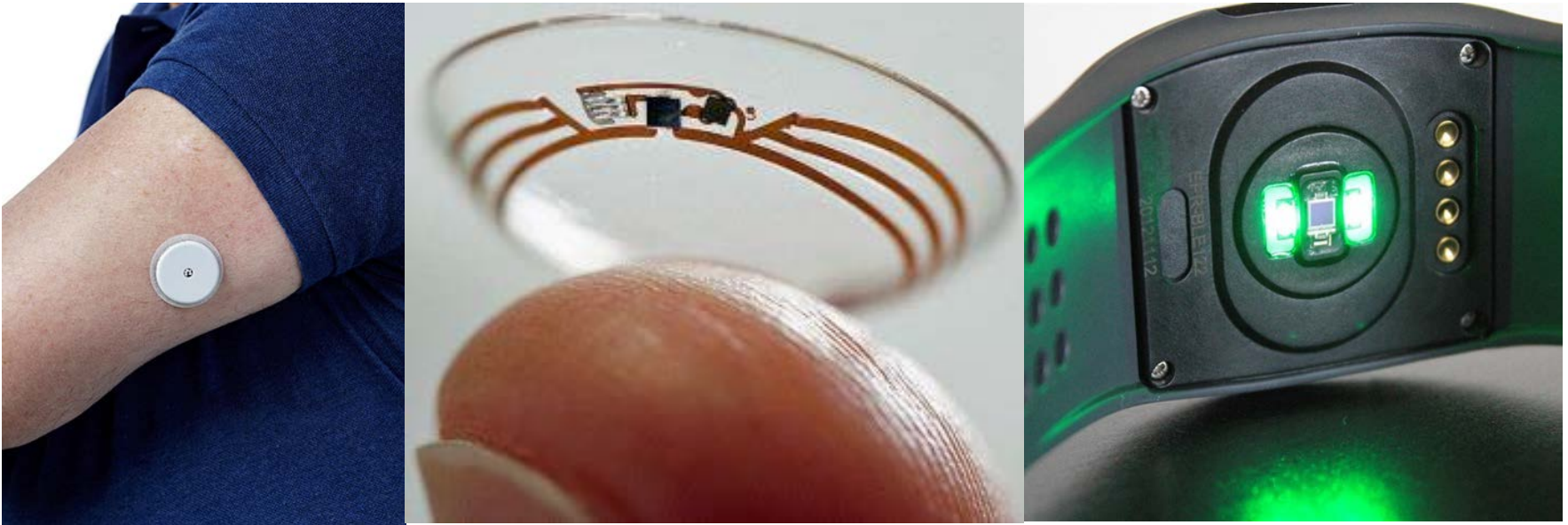
# Key Challenges

- Data protection
- Regulation
- Reimbursement
- Legal risks

# Annual market size for smart wearables in healthcare



# Diabetes





# Sleep Disorder





# Learning 1

“Must have” rather than  
“nice to have”

## Learning 2

# Get healthcare professionals on board

## Learning 3

# Clinical improvement AND cost reduction

## Learning 4

# Consider patient psychology

## Learning 5

Think “end-to-end solution”,  
not “hardware”

## Learning 6

# Ease of use



## Learning 7

# Design is crucial

## Learning 8

# Leverage standards and open interfaces

## Learning 9

# Scientific studies are strategic

## Learning 10

Do not underestimate  
development costs