Cross-Trade Cross-Discipline Opportunities (Healthcare & IT)

Bob Lin 林富元

MultiDimensional Venture   Healthlink Services

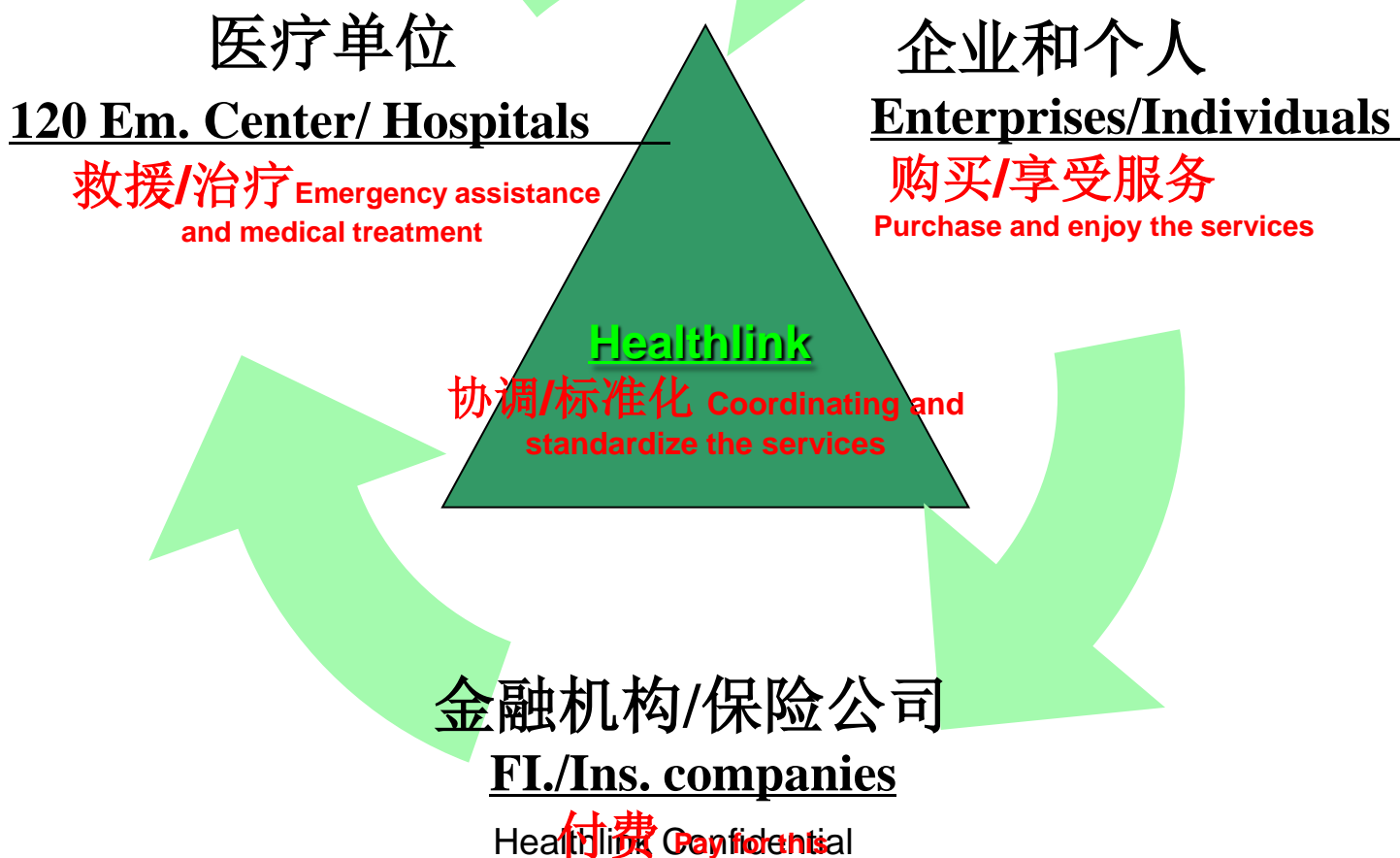**U-CI Winning   Uonenet   Acorn Campus**
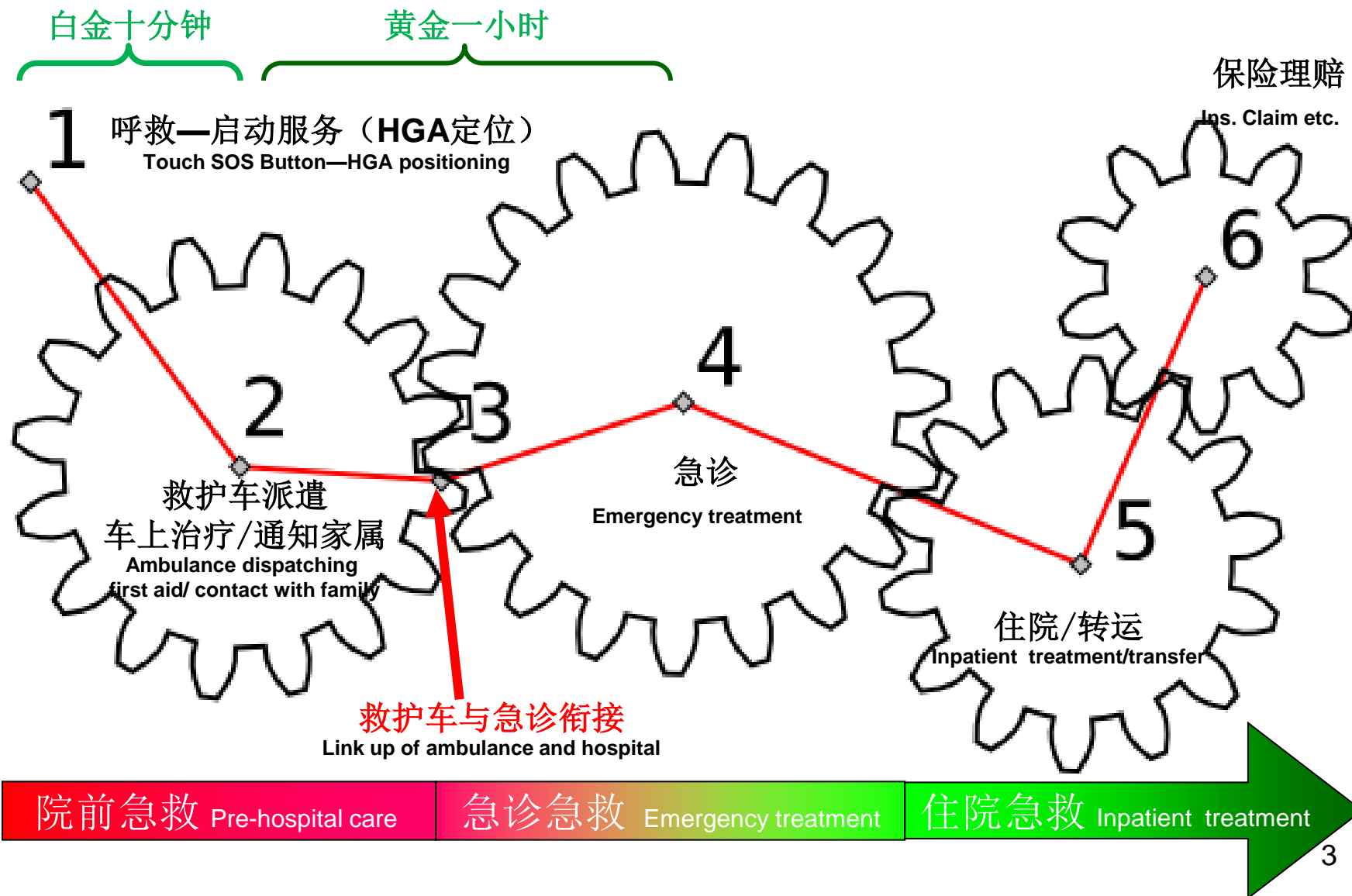
Guest Professor at NUS新加坡大學   Dharma Drum法鼓

遠盟康健服務 Healthlink Solution

医疗单位
120 Em. Center/ Hospitals
救援/治疗**Emergency assistance and medical treatment**

企业和个人
Enterprises/Individuals
购买/享受服务
Purchase and enjoy the services

Healthlink

协调/标准化 **Coordinating and standardize the services**

金融机构/保险公司
FI./Ins. companies
付费

远盟无缝隙的医疗救援服务
Seamless emergency assistance and medical services

白金十分钟

黄金一小时

保险理赔
Ins. Claim etc.

1 呼救—启动服务（**HGA**定位）
Touch SOS Button—HGA positioning

6

4

2

3

急诊
Emergency treatment

5

救护车派遣
车上治疗/通知家属
**Ambulance dispatching
first aid/ contact with family**

住院/转运
Inpatient treatment/transfer

救护车与急诊衔接
Link up of ambulance and hospital

院前急救 Pre-hospital care 急诊急救 Emergency treatment 住院急救 Inpatient treatment

3

Green Channel & Payment Guarantee

- 统一的绿色身份证：“绿色通道救援联盟” 或 “绿卡” **Green Channel Association integrated Healthlink with all "120" Ambulance Centers & hospitals**

Complete Coverage

- **外网对接**

  银川、石家庄、郑州、
  乌鲁木齐、昆明、呼和浩特
  哈尔滨、沈阳、西安
  武汉、南昌

- **内网对接**

  合肥、西宁、兰州
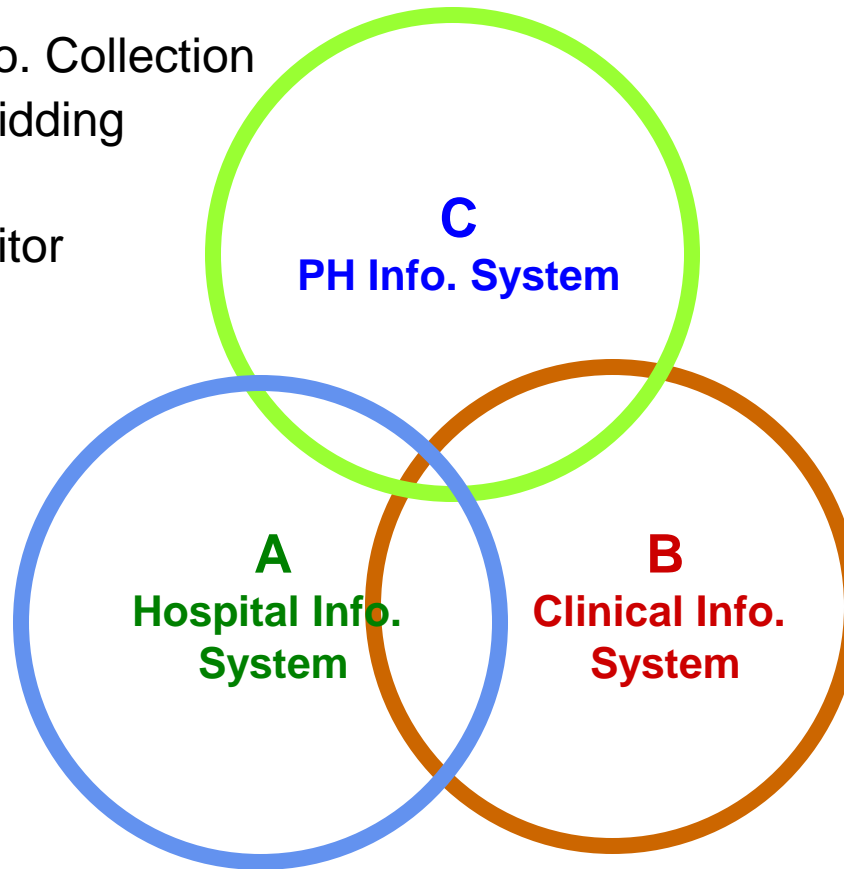
  其他城市对接计划：
  根据医疗资源的推动
  进展，IT 部门配合
  预计二月底前完成
  （考虑春节）

远盟全国医疗网络

Partners & Clients

Kingstar Winning HIS

- Medical Info. Collection
- Medicine Bidding
- CHSS
- SARS Monitor

C
PH Info. System

- Significant Lead Time
- Broad Portfolio

A
Hospital Info. System

B
Clinical Info. System

- LIS
- RIS
- PACS

- HIS (Finance, Logistics, Evaluation, Clinics)

Kingstar Winning HIS

- 850 large hospitals
- Complete IT integration of HIS, LIS, RIS, PACS, and connected to Public Safety systems also
- Partnership with GE Healthcare

- IPO in process

New Opportunities Interesting Trends

- **Next wave of opportunities may have these characteristics：**
- **The seamless integration of cross-trade, cross-disciplines, to create new value**
  - 異業混合你儂我儂創造新價值
    - **T**型結合；**T**型人才
- **Online+ Offline, Wireless + Physical Services, Real + Virtual, New Tech + Traditional線上線下實體虛擬結合提供新經驗**
    - "使用者的經驗"更甚于功能的滿足
- **Return to the fundamental human life and behaviors逐漸回到人類生活"直接與必須"的內容**
    - 從聰明的科技主意回到與生活直接捆綁的主題

Some Interesting Opportunities ….

- **Elderly Care**
  - **Distance Care**
    - **PERS, other similar services**
  - **Remote Monitoring/treatment/Diagnosis**
    - **New gadgets, new service providers, …..**
  - **Infrastructure in demand**
    - **Senior Centers, Nursing Centers, Care Centers**
- **Water/Earth/Food/Agriculture**
- **New Forms of Medicine (things we saw the past few years)**
  - **Capsule Scope, ED Monitor, Wellness Deliveries, new hospital HIS/gadegets, …**

Government Pushing Ahead ….

- **1 Major Principle: 體現醫療的公益性 To realize the "Public Services for all people" goal of the overall Healthcare systems**

- **4 Important Areas:**
  - **Establish nationwide basic healthcare networks**
  - **Establish nationwide emergency response networks**
  - **Establish nationwide preventive healthcare networks**
  - **Establish nationwide pharma/supply distribution networks**

- **800 billion RMB investments (Basic facilities, community care centers, remote areas, …)**
- **3 years to establish a complete assurance systems**