

## Castres Digital Healthcare Ecosystem

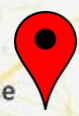
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International Collaborations

EHealth Summer University



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# THE FIRST FRENCH DIGITAL HEALTHCARE ECOSYSTEM



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Universitaire  
**Champollion**



**Pierre Fabre**



**CENTRE HOSPITALIER  
INTERCOMMUNAL**  
CASTRES-MAZAMET



# THE TURNING POINT

NEW PLAYERS – NATIONAL CHAMPIONS WITH AMBITION



**THALES**



# THE TURNING POINT

## NEW PLAYERS AND BUSINESS PERSPECTIVES

**A strong political will at the european level: consolidate an integrated market for digital healthcare at the continental level.**

**500 millions citizens**

**2,2 trillions global healthcare expenditure**

**overall global healthcare coverage for the population**

**... and the same challenges as everywhere: ageing, costs...**

**Consolidation strategy around 2 main topics:**

**global approach for the regulatory and legal constraints (EU regulation vs directives)**

**cross border healthcare funding**



# **BUSINESS MODELS**

## **A STRONG WILL TO INTEGRATE TECHNOLOGIES IN PATIENTS LIVES**

**European health market is driven by public system reimbursements**

**Countries start to reimburse digital healthcare services**

**Remote monitoring**

**Remote consultations**

**Patient education**

**Insurers start pushing for their own digital services**

**New procurement approach for innovation, bottom up**





# TECHNOLOGIES ADOPTION

## APPETITE FOR TECHS

**Most of the patients have access to Internet/smartphone/computer**

**Patients are willing to use apps or devices coming from their clinician**

**The current offer overall lacks in quality and/or visibility**

**Health care professionals are in the same situation, especially the 'forgotten' ones**

**Low cost approach seems optimal**







## Ehealth Summer University 2018

THE PERFECT ENTRY POINT TO MEET THE  
EUROPEAN PLAYERS AND START COLLABORATIONS



# QUESTIONS